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CANNON, LONDON" (2 Words)

No. 2489.

REGISTERED AS A NEWSPAPER

PUBLISHED WEEKLY AT 42 CANNON ST., LONDON, E.C.4.

OCTOBER 22, 1927.

SUBSCRIPTION WITH
DIARY 20/- PER ANNUM
SINGLE COPIES 9d.

Vol. CVII.

Co-Operative Advertising

THE
'Allenburys'
CALENDAR
for 1928



Size of picture - $6\frac{1}{2}$ in. \times $8\frac{3}{4}$ in.

Size of complete calendar
 $11\frac{1}{4}$ in \times $15\frac{1}{4}$ in.

Kindly let us know your requirements as soon as possible as orders can be accepted only so far as the limited edition will permit.

*Overprinted with Chemists'
Own Name and Address*

The picture for the 1928 calendar, "Lavender Blue," is the fifth of a series on the subjects of well-known Nursery Rhymes and Legends. This picture is a faithful reproduction of the original by the well-known artist Miss Kate Olver. Its delicate colour scheme, enhanced by a beautiful mount, makes it a calendar of irresistible appeal. The price, 2s. 6d. per dozen carriage paid, is considerably less than the cost of production. Three dozen is the minimum quantity that can be overprinted with own name and address. We can supply envelopes to fit the calendars at 8d. per dozen.

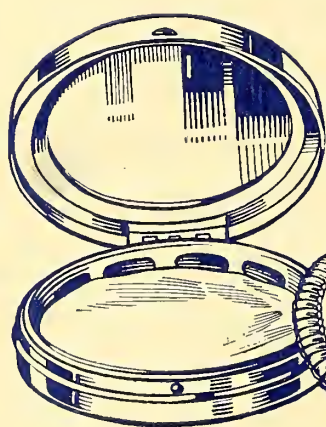
*Particulars of the name and address to be
overprinted should accompany each order.*

Allen & Hanburys Ltd.
Bethnal Green, London, E.2.

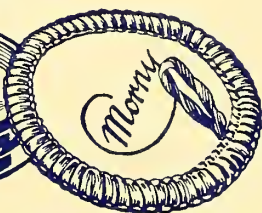
A NEW AND SMALLER SIZE OF THE

MORNY

COMPLEXION POWDER COMPACTS



$1\frac{3}{4}$ inch diameter.
Extra thin.



18 Complexion Powder Tints and 6 different Rouges.

The Morny Compacts are worthy companions of their fellow Morny "Toilet Luxuries." The 2 inch hinged-lid gilt cased Compact is an established favourite, and this smaller edition is vying closely with it in popularity. The same original spring fitment ensures security of the compact tray in any position, and permits easy removal and replacement by a "refill" when necessary.

Home Minimum Retail Prices (in $1\frac{3}{4}$ -in. case as illustrated):

"CHAMINADE" COMPACT	2/-	REFILLS	1/6
"JUNE ROSES" "	2/-	"	1/6

In display outers of 6, or cartoned singly.

SUBJECT TO USUAL TERMS.

Apply for full Price List and Terms to

MORNY FRÈRES, LIMITED **6** NEW BURLINGTON STREET, LONDON, W.1

YES FRIENDS—you are right, we must

pack a *shilling size*. Despite all the difficulties attached to being so uncomfortably busy—it must be done.

On the day this announcement is published, we shall have stocks available of the *twenty packets* of

WIGG'S FUMORA CIGARETTES

**WIGGLESWORTH LTD.
WESTHOUGHTON
Lancs.**

Displaying and selling

CIGARETTES for COLDS,

in the

“WIGGLESWORTH WAY”

is a much faster game than merely
stocking various Asthma Cigarettes

ISN'T IT?

FUMO-TARACINE

VAPORISERS ARE FREE

YOU WILL BE WORRIED TO DEATH

by the consistency of the demand for Fumo Taracine (the wonder vaporific cure for

'FLU

which is already spreading rapidly, and all diseases of the throat and lungs) that is bound to follow the enormous publicity campaign that we are waging in these and other popular national journals. Vaporisers ARE FREE with every single bottle of this BRITISH curative.

IT'S BRITISH— THEREFORE BEST —AND CHEAPEST

Sell BRITISH drugs and British people will buy them. It is essential that you should STOCK NOW unless you wish to literally turn customers away. Don't wait for our Representatives to call. They can't be everywhere at once.

Universally recommended by
:: practitioners ::
specialising in
chest and lung
complaints.

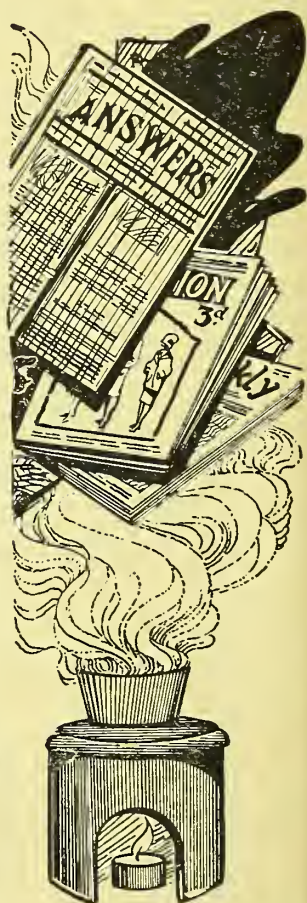
JUST STOCK
—WE SELL
IT FOR YOU

FUMO-TARACINE

EXCEPTIONALLY
GENEROUS
TERMS.

INSTANT
DELIVERY.

ATTRACTIVE
SHOWCARDS,
ETC.



IT CURES AS
THEY SLEEP
& DOESN'T
POISON THE
SYSTEM.



Products of Quality "WANDER" BRAND and "OWN NAME"

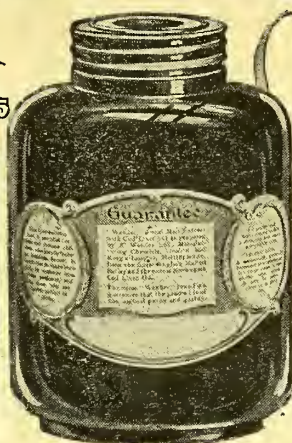
"WANDER" BRAND.

OPINIONS vary as to which is the better policy. To sell an "Own Name" or a "Branded Line" of Malt Extract with Cod Liver Oil.

Price Cutting and Competition are causing pharmacists to consider the question seriously. The demand for a branded line is increasing and "Wander" Brand Malt and Oil has been placed on the market to meet a large number of applications made to us.

Malt and Oil bearing our name and guarantee will be readily acceptable to the public, and to the medical profession. We state boldly that it cannot be excelled for quality and delicious flavour. The protected (P.A.T.A.) prices of "Wander" Brand Malt and Oil yield the handsome profit of 36% to 40% on s.p.

"Wander" Brand is a line the pharmacist can adopt with enthusiasm and push with vigour. It presents Reputation, Quality and a High Profit Margin.



"OWN NAME AND ADDRESS."

IF your demand is for an "Own Name" line of Malt and Oil we can help you to increase your turnover as we have in the case of a large number of other pharmacists.

Our records contain particulars of customers whose total sales have advanced as much as 600% in one season.

The exceptionally high quality of our products and the service we render in the form of showcards, selling leaflets, original window displays, will profitably increase your business no matter how good you may judge this to be.

Allow us to submit you specimens without obligation of any kind. Compare them with others and let analysis be the standard of judgment. We can please you if you will kindly grant us the opportunity.

Send your enquiries first to
A. WANDER Ltd.,
Manufacturing Chemists,
London & King's Langley,
HERTS.,





Moderately priced Peppermint Oils

AS growers and distillers of English Peppermint for more than eighty years, Staff Allen & Sons are able to apply their knowledge and experience to the rectification and blending of natural oils from all sources.

While for some purposes English and American Oils are necessary, there are a number of Staff Allen & Sons rectified oils which should interest many buyers. In particular, CC, CCC and Terpene-

less; these oils are placed in their order of value, the first being the cheapest. They are all moderately priced.

Samples and quotations may be had on application. STAFFORD ALLEN & SONS, LIMITED, Essential Oil Distillers, Established A.D. 1833, COWPER STREET, FINSBURY, LONDON, E.C.2. Telephone: Clerkenwell 2100 (5 lines). Telegrams: Stafalens, Finsquare, London.

Staff Allen & Sons PEPPERMINT OILS

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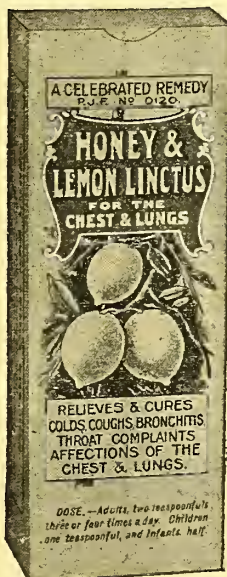
LORIMER-MARSHALL, Ltd. for PACKED GOODS



LUNG
TONIC

HONEY
AND
LEMON
LINCTUS

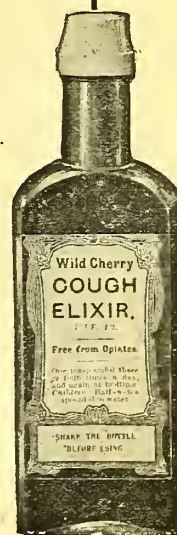
HONEY
AND
LEMON
SYRUP



WILD
CHERRY

BLACK
CURRANT
BALSAM

BALSAM
OF
HONEY



AT KEENLY COMPETITIVE PRICES

LORIMER-MARSHALL, LTD. 12 Tower Hill, LONDON, E.C.3

Works Telephone: NEW X 2119.

Telegrams: "LORIMARSCO, BILGATE, LONDON."

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The Season of "Goodwill" and Profitable Trade !



*The Original—
and still the best—
pneumatic rubber
cushion Hairbrush.*

Pocket 3/6	Shingle 4/9	Universal 5/9	Junior 7/6
Popular 10/6	Standard 15/-	Extra 18/6	

All subject to Generous Trade Discounts.

Can be Supplied through your Usual Wholesaler.

MASON PEARSON SELLING AGENCY LTD., 59 New Oxford Street, London, W.C.1.

It is during the Xmas trade that you notice the public preference for goods which carry an established Reputation and Good-will.

There is no other brush that will please your customer like the "Mason Pearson." Don't let them think you sold them an inferior brush to get a little extra profit. That is not to your ultimate advantage.

Be sure of your full share of the hair-brush trade this Christmas time by laying in good stocks of the MASON PEARSON. As a gift it is both admirable and sensible, while there are prices within the reach of everyone.

The biggest chemists in the world link their reputation to ours. Link yours also and benefit by our advertising. Display matter is yours for the asking.

MASON PEARSON

HAIR BRUSH



NOW

is the time
to **BUY**
this line !

To increase the sales of 'Specialty' Pectoral Petroleum Compound, we have designed a new package which is striking and lends itself admirably to sales-compelling counter and window displays. Sells quickly because it is of proved therapeutic value, this original and scientific product merits your consideration and recommendation. It is simple, safe and efficacious. The combination of the finest medicinal Petroleum with recognised expectorant and demulcent agents soothes the inflamed bronchial tubes, and exerts a marked beneficial effect upon the more deep seated chest complaints. Particularly suitable for children and for Whooping Cough.

A Postcard will bring Sample, Specimen package, prices and literature. A striking counter stand and dummies for window displays—in colours—advertising the merits of this product, supplied with all orders.

'Specialty'

Pectoral Petroleum Compound

Specialty
PECTORAL PETROLEUM COMPOUND
CHEST & LUNG EMULSION

A most palatable cream containing Virginian Prune, Pine Tar, Squills, Tolu, Ipecacuanha, etc., with Honey and Glycerine in a soothing basis of Refined

ANGLO-AMERICAN OIL COMPANY, LIMITED

Specialty Department :

ALBERT STREET, Camden Town, LONDON, N.W.1.

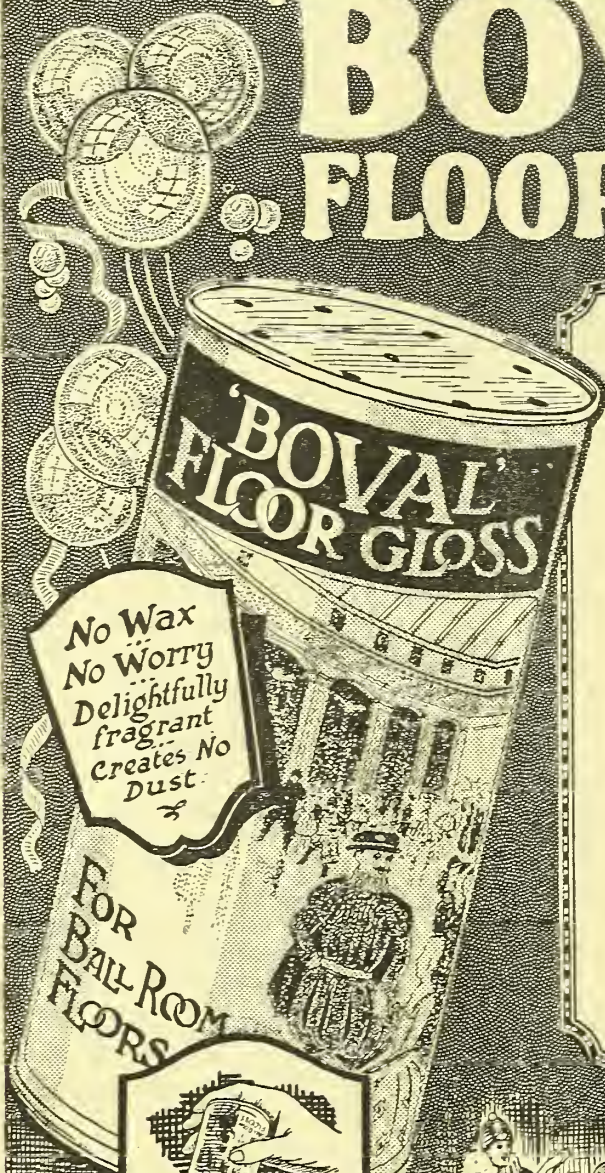
Telephone : Hampstead 4046-47.

Telegrams : "Nufinjol, Norwest, London."



For a **PERFECT** dance floor
you can confidently recommend -

BOVAL FLOOR GLOSS



No Wax
No Worry
Delightfully
fragrant
Creates No
Dust.

FOR
BALL-ROOM
FLOORS

Simply
Sprinkle
on the floor
- the dancers
do the rest.

Take full advantage
of the
DANCING SEASON
by displaying
'BOVAL'
FLOOR GLOSS

*Packed in beautifully decorated sprinkler-
top containers.*

1/6 P.A.T.A. - 12/- doz.

2/6 „ - 20/- doz.

Bonus for 10 Days' Window Display

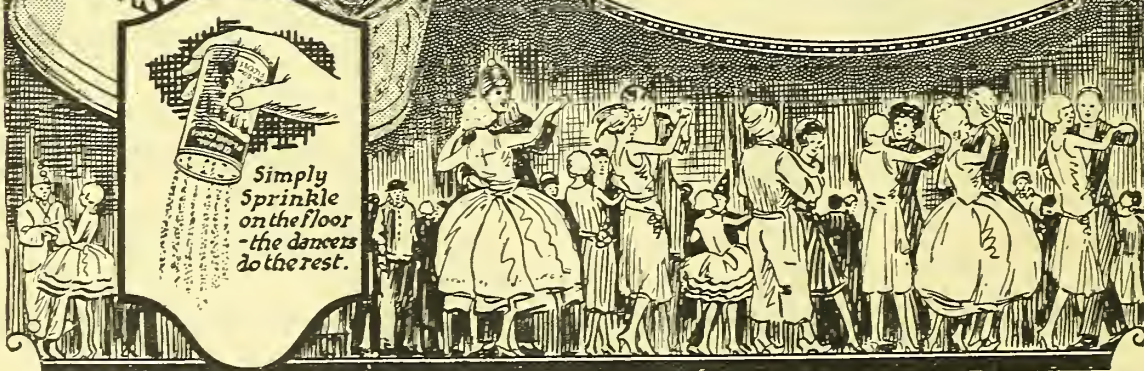
13 to the dozen on orders
to the net value of £5.

Carriage Paid. Free Package.

Attractive Showcard Supplied.

STOCKED BY LONDON HOUSES.

**JAMES WOOLLEY
SONS & Co., LTD.
MANCHESTER.**



**NEW
MIX**

The New Element in Dentifrice

1. New Mix Tooth Paste revolutionises all old ideas of cleaning teeth.
2. The results obtained by the patented compartment tube cannot be achieved by a single tube tooth paste or powder.
3. New Mix Tooth Paste is supplied in a patented compartment tube containing two separate pastes which are delivered fresh on the brush at the time of use in correct proportion.
4. Uniformly fresh. Uniformly active.



GILMONT PRODUCTS, Ltd.
35, CRUTCHED FRIARS, LONDON, E.C.3

Southalls'*"Celtex"*
(REGD.)

CELLULOSE TOWELS

		Retail	Trade
"CELTEX" (REGD.)	Size 1, in packets	- 1/2 dozen	10/4 gross
	„ 2, „	- 1/6 „	13/2 „
	„ 3, in cartons	- 2/- „	17/7 „

They are the best in quality.

They are the cheapest.

Each packet has two safety pins.

They are made by Southalls, in England.

"CELTEX" is not intended to replace the well-known and popular SOUTHALLS' SANITARY TOWELS, which last longer, but are introduced so that ladies who prefer Cellulose Towels, or would like to try them, may get their requirements from SOUTHALLS, who will always make any Sanitary goods the Public wants.

SUGGESTIONS FOR DISPOSAL OF "CELTEX."

Strip the Gauze of the Cellulose Pad and drop it in water. It will sink at once. The Cellulose Pad will quickly disperse in water; or "CELTEX" Towels may be burnt.

SOUTHALL BROS. & BARCLAY
Limited **BIRMINGHAM**

Maw's Page



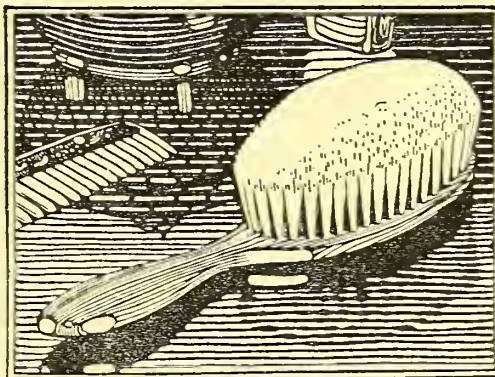
Shingled, bobbed, Eton cropped, unshorn
— you can please them all with
“Meritor”

Modern woman is fastidious in the matter of the choice of a hair brush. Eton cropped, shingled, bobbed, unshorn, each has her own pet ideas and demands a particular type of hair brush.

You can meet the wishes of them all if you stock the “Meritor” range of hair brushes. You can give them all complete satisfaction and enhance your own reputation into the bargain.

For in the “Meritor” series there is a wide range of patterns, materials and prices—brushes of bristle, black and white, brushes of split horn—long handled brushes, military brushes and specially shaped brushes for bobbed and shingled hair—brushes to retail from 4/6 to 18/6.

Every “Meritor” sale yields 50% profit on cost and you make a permanent customer for the pharmacy, as “Meritor” brushes, like all Maw's goods, are sold only to pharmacists.

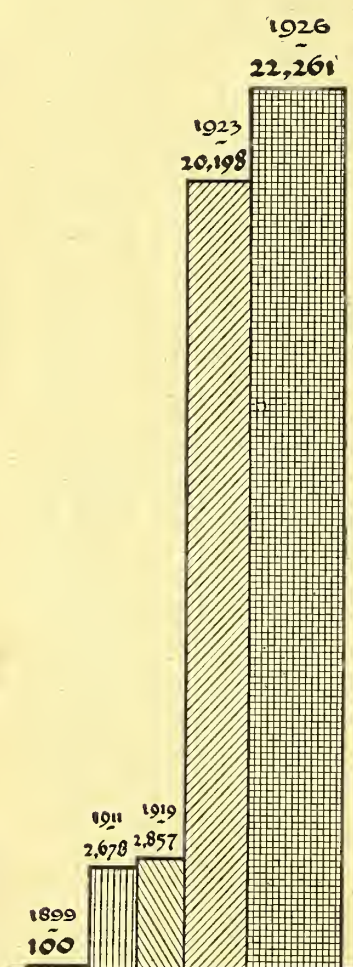


S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.



Wonderful Advance in Dentifrice Advertising in "PUNCH"

Increase, 22,161%



Starting with a base of 100 for 1899, the comparative value of Dentifrice Advertising in "PUNCH" for subsequent years is shown, reaching in 1926 the remarkable figure of 22,261.

THE remarkable growth in the value of the advertising of Dentifrice Preparations in "PUNCH" is shown in the accompanying chart.

The increase during the period shown amounts to no less than 22,161 % and demonstrates the confidence of our Advertisers in the power of "PUNCH" to sell their goods. For upon reflection it is obvious that no Advertiser would continue to use a publication unless it was clearly to his advantage to do so—certainly not one would *increase* his expenditure in it. There can be one reason—and *only one* reason—for the remarkable increase in the size and number of the advertisements in "PUNCH"—it sells the goods.

A book is being prepared containing many examples of actual advertisements which have been increased from small paragraphs to whole pages. A copy of this book, together with chart showing notable increases in many other trades, will be sent on request.

MARION JEAN LYON
Advertisement Manager, "PUNCH"
80, FLEET STREET, LONDON, E.C.4

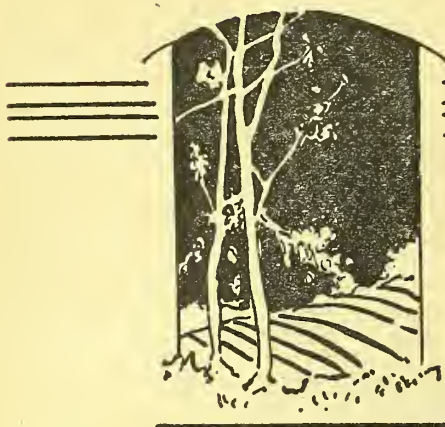


KILL THAT RAT !

A GOOD DISPLAY of LIVERPOOL VIRUS during RAT WEEK, Oct. 31—Nov. 5, will bring immediate response. Remember that in all our Press advertising, we refer the public to the Chemist.

Evans

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL & LONDON



Autumn and the WHITAKER PRODUCTS

THE season is now here when the Summer demand for **AURORAL Cold Water Dyes** and **LUTON STRAW HAT DYES** will give place to the equally important demand for Autumn and Winter use.

Are your stocks ready to meet these enquiries for colours to transform summer frocks and hats for present wear.

Many of the darker colours which you were perhaps

seldom asked for in the summer will now become popular, and also the brilliant colours for evening dress and fancy dress purposes.

Run through your stocks to-night and see that they are "up-to-date" for the Autumn Trade.

N.B.—It always pays to give both **LUTON** and **AURORAL** Dyes a good counter display at this time of the year. We will gladly send you showcards and other matter on receipt of a postcard.

AURORAL COUNTER CABINET FREE!

On Request with orders for 1 gross Assorted 'Auroral' Cold Water Dyes—the Trade Price for which is £2 8 0 and less 5% Discount if prompt cash payment is made. The Retail value of these Dyes is £3 12 0, so that the transaction shows more than 33½% net profit, or more than 50% on the turnover. Only one Cabinet (which is of a lasting and permanent nature) can be supplied to each customer. The dimensions of the Cabinet are—height of front 15½ ins., width of front 11½ ins., breadth at top 5½ ins., breadth at bottom 10 ins. Send us your order To-night, and the Cabinet with your stock of 'Auroral' Dyes will be sent immediately.

A Swansea chemist writes:—"Very pleased with Cabinet. The firm that puts up its dyes in such a manner that it makes for quick serving deserves the business."

ALL CASES AND CONTAINERS FREE.

WHITAKER & CO. Dye Specialists KENDAL
for Chemists,

Telegrams: "Dullette, Kendal." (Established 1878.) Telephone: 214.

London Office and Showrooms: **16-18 Beak St., Regent St., W.1** Telephone: Regent 3825.

'LUTON'

STRAW HAT DYES.

The outcome of 50 years' accumulated experience in the manufacture of household dyes. This series comprises all colours and is in demand practically all the year round. They are all highly efficient dyes, and appeal to every woman on economical as well as fashionable grounds. Supplied in dull or glossy series.

AURORAL

Just the thing for
Dance
Frocks
and
Dainty
Lingerie.

COLD WATER DYES

Good trade should be done in this line now by recommending it for this purpose to your customers. Recognised as the finest cold water dyes in the world for delicate and costly fabrics. Good results obtained even at the first trial. A certain seller.

'LUTON'

HOT-WATER FABRIC DYES

The best hot-water dyes for all materials, giving perfect results with the minimum of trouble. As with all other Whitaker products, they show a good profit.

VELT

The New
Cleaner.

A cleansing preparation for removing stains, grease, dirt, etc. from clothing, upholstery, curtains, etc., and renovating them. VELT is a non-inflammable liquid and is supplied in screw tins, of which three dozens are contained in an attractive outer. A new Whitaker product, but nevertheless one which is already selling well. It is now available in 5-oz., 10-oz. and 20-oz. tins for the convenience of bigger users.

You must Tell it to Sell it!
**AYRTON'S
 NEW WINDOW MODEL**



THIS WONDERFUL MODEL will be given free with each order for not less than 6 dozen

P.K.L. (PAIN-KILLING LINIMENT) P.A.T.A. 1/6d.

One model only to any address, and despatched in rotation.

Trade Price : Per dozen **12/-** - Per gross **144/-**

WINDOW DISPLAY BONUS of $\frac{1}{2}$ dozen with every order for six dozen and pro-rata upwards.

Special packings for Export.

Prices on application.

AYRTON, SAUNDERS & CO. LTD., LIVERPOOL.

A New Product!

“VITANOVA” Cod Liver Oil

“VITANOVA” is an entirely new line and one which we suggest will become one of your biggest sellers. It is guaranteed absolutely pure and of highest grade Norwegian Lofoten Cod Liver Oil and

DEVOID OF DISAGREEABLE AFTER-TASTE AND SMELL

without injury to the Vitamine content.

No substitute has yet been found as efficacious as Cod-Liver Oil itself, but which has always been handicapped on account of its disagreeable after-taste and smell.

By offering “Vitanova” to your customers this natural aversion is overcome, and you can furnish a Cod Liver Oil which by virtue of its unique properties will attract general interest.



ONE SIZE ONLY 2/3 RETAIL, P.A.T.A.

TRADE TERMS.—20/3 per doz. 3 doz. less 5%.

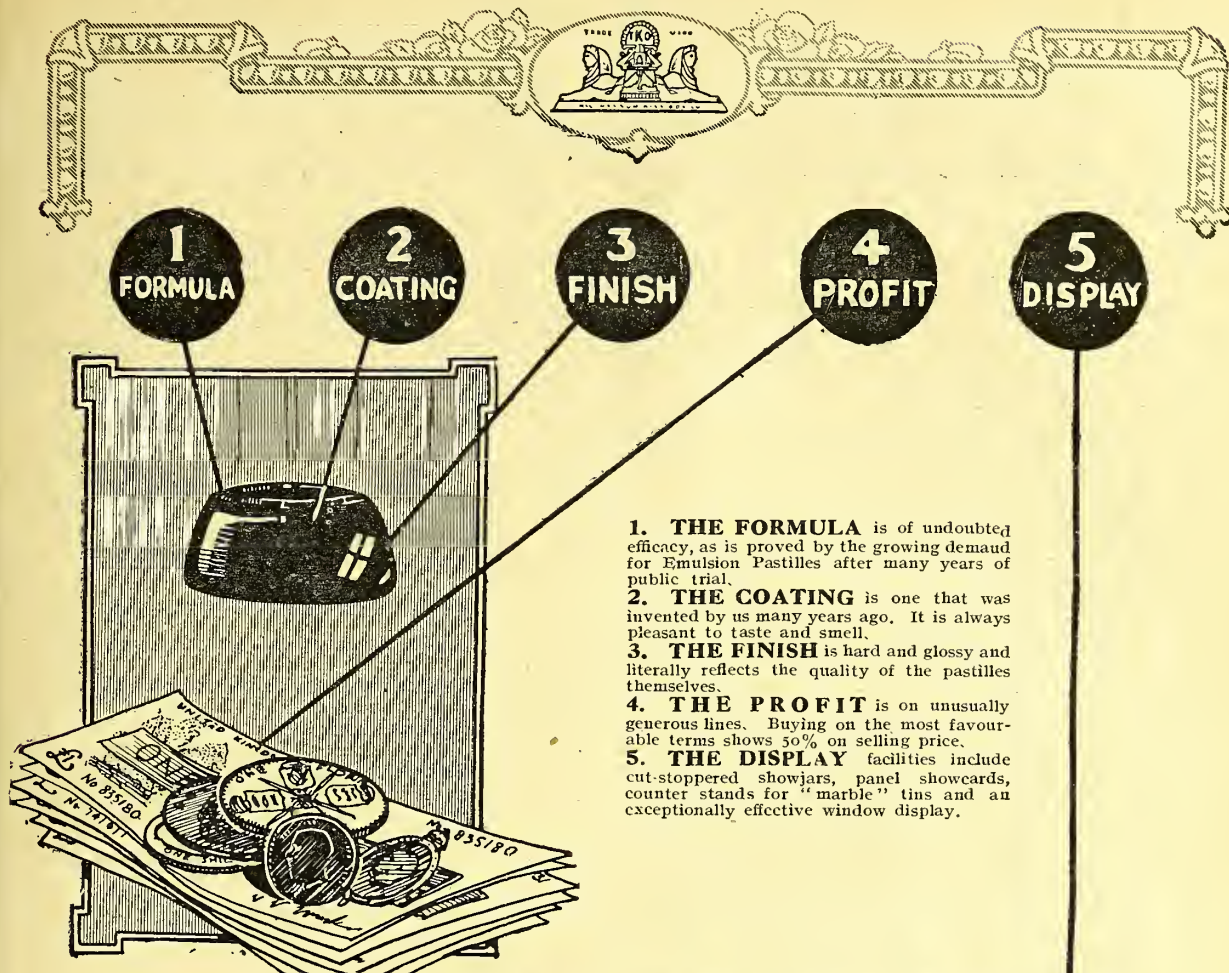
6 doz. less 7½% (carr. paid on 3 doz. and 6 doz.).

With Initial Window Display order of 1 doz. or more we (1) Send it carriage paid. (2) Circularise your list of Medical Men. (3) Send 1 large Dummy, 24 small dummies, 24 illustrated descriptive Booklets—2 Showcards.

Manufactured by: A/S VITANOVA, Oslo, at the
Svolvar (Lofoten) Factory by Patented Process.

SOLE CONSIGNEES:

FASSETT & JOHNSON, Ltd.
86 CLERKENWELL ROAD, LONDON, E.C.1



1. THE FORMULA is of undoubted efficacy, as is proved by the growing demand for Emulsion Pastilles after many years of public trial.

2. THE COATING is one that was invented by us many years ago. It is always pleasant to taste and smell.

3. THE FINISH is hard and glossy and literally reflects the quality of the pastilles themselves.

4. THE PROFIT is on unusually generous lines. Buying on the most favourable terms shows 50% on selling price.

5. THE DISPLAY facilities include cut-stoppered showjars, panel showcards, counter stands for "marble" tins and an exceptionally effective window display.

EMULSION ANTISEPTIC THROAT PASTILLES

GOOD PASTILLES well displayed in due season are more than half sold. Every passer-by needs them and the "Castle" window-show is an ideal method of bringing the need home to your customers—and to those whom you would like to become customers. No one passing your window could fail to see and to appreciate such an imposing display. Illustration and full particulars on request.

To EXPORT BUYERS: All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Maryland Street, Liverpool

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797

C/97

Vachon Bavoux & Cie PARIS AND LYON

Established 1814.

FRENCH TOILET SOAPS



No. 15.

5 oz. Round
Bath

Assorted perfumes
and colours.

Price 3/9 doz.
42/6 gross.

No. 620.

Bouquet d'Antan.

Boxed $\frac{1}{4}$ dozen, each tablet
in artistic wrapper with
label.

Price 10/6 dozen.

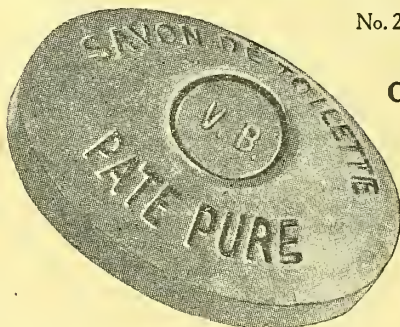


No. 20.

7 oz.
Oval Bath.

Assorted
perfumes
and
colours.

Price
5/3 dozen.
60/- gross.



Sole Agents for Great Britain and Colonies :

H. C. BROKENSHERE

4 Windsor Court, Monkwell St.,
LONDON, E.C.2

Catalogues and Prices on Application.



PURVEYORS BY
APPOINTMENT TO
H.M. THE QUEEN MOTHER
AND
THE LATE
QUEEN MARGHERITE
DI SAVONIA.



THE RENOWNED

Giviemme

Productions

PERFUMES, FACE POWDERS and Toilet Preparations

MADE BY ITALY'S pre-eminent perfume distiller. The House of "GIVIEEMME" has deservedly won fame for the excellence of their products in all the large European centres. Patronised by Royalty, Nobility, and all leaders of Society, these hitherto expensive productions are now offered at prices that are well within the reach of those of moderate means.

The attractive make-up of the "GIVIEEMME" Products leaves nothing to be desired, and in view of the proposed extensive Advertising in high-class Ladies' and other periodicals No Wholesale House or High-Class Store should be without a good range of "GIVIEEMME" Preparations.

Profit margins are liberal, and the prestige which the name "GIVIEEMME" always carries will enhance both your sales and reputation.

If our Agents have not already called upon you ASK US TO SEND YOU SAMPLES AND PRICE LISTS.

REGISTERED TRADE MARK

J. V. Visconti

Sole Manufacturers :

JOSEPH VISCONTI di MODRONE & C., S.A.
MILAN, ITALY

British Agents :

G.H. WILLOUGHBY & CO., 59 Portland St., Manchester
(Phone : CITY 4809.)



Schimmel & Co. MILTITZ
LEIPZIG.

NEROLI

(FLORAL OIL)

Identical with the pure distillate but 20% richer
and of more delicate odour. A high grade
synthetic replacing the natural oil in every respect

Sole Distributors for United Kingdom:

MESSRS. FREDK. BOEHM, LTD.

15-17 JEWRY STREET - LONDON, E.C.3

Scottish Office - 140 WEST GEORGE STREET, GLASGOW.

PLAIMAR

(Regd.)

SANDALWOOD
OIL B.P.C.

DISTILLED BY

PLAIMAR,
LTD.,
PERTH,
W.A.



TO
PROTECT
YOURSELF AND US
—LOOK FOR
THE PLAIMAR SEAL
ON EVERY
TIN.

Pronounced therapeutic-
ally equal to Oil of
Santalum Album and
physiologically superior

LIMITS OF ANALYSIS:

Sp. Gr. @ 15.5°	.. .. .	0.968 to 0.975
Opt. Rotation α_D	.. .. .	-5° to -16°
Alcohol as Santalol	.. .. .	92% to 96%
Solubility in 70% Alcohol	.. .. .	1 in 3 to 1 in 6 Vols.

EUROPEAN AGENTS:

MAXWELL, PLAISTOWE & Co., LTD.

8 OLD JEWRY, LONDON, E.C.2.

Telephone: Central 5859.

Telegrams: "Azucena, London."

Paris Address: ETABLISSEMENTS PLAISTOWE, 11 bis, Rue Volney.

MERCOLIZED WAX

— : for the Complexion : —

and

STALLAX

— : a Shampoo : —

TWO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

Both are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

Order through your Wholesaler, or direct from:

DEARBORN (1923) LIMITED
37 GRAY'S INN ROAD, LONDON, W.C.1.

POWDER PUFFS



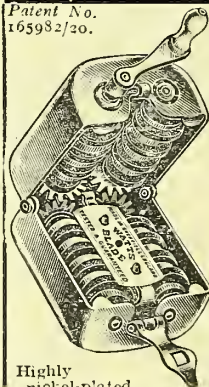
*Latest
Novelties*

**WILLIAMSON
BROS.**

177 SOUTHWARK
BRIDGE RD., S.E.1

Hop 3419

Patent No.
165982/20.



Highly
nickel-plated.

A REMARKABLE BRITISH INVENTION

THE
"SPIRO"

SAFETY RAZOR BLADE SHARPENER

Every user of the "Watts" Safety Razor
Blades is a potential purchaser.

— STRONG AND SIMPLE —
 No troublesome fixing. Drop blade on
two pegs, close box, turn handle and
= get a super-keen blade in a moment. =

Retails at 21/- each.

Suitable for any Gillette Type or
Watts Auto Strip Type Blades.

Allowing 50% profit on cost for the dealer.

Sole Manufacturer:

JOHN WATTS, Lambert Works, SHEFFIELD.

London Office & Showroom:

18 Soho Square, W.1. 'Phone : Gerrard 1306

"DUTEC" Tooth Brushes

MADE IN ENGLAND. GUARANTEED BEST MATERIAL AND WORKMANSHIP.



VARIOUS PATTERNS. SAMPLES ON REQUEST.

Manufactured by

J. DUPONT & CO., 18 Fore St., London, E.C.2



Over 200 million Hinds advertisements are helping to make Hinds a household name.

SELL HINDS CREAM to *prevent chapping*

Millions of advertisements like these are building sales for you, will bring women to your pharmacy to ask for Hinds Honey and Almond Cream. It is a remedy for the whole household. Women use it, women buy it for their men-folk and their children.

Now is the time when a window display of Hinds Honey and Almond Cream will pay you hand-over-fist. There is a generous profit in the sale of each bottle. The almost miraculous efficiency of Hinds means that once a woman tries it she will inevitably come back for more.

HINDS

Honey & Almond CREAM

Supplies of Hinds Honey & Almond Cream may be obtained from your usual wholesalers—Small Size 8/- per doz. and Large Size 24/- per doz.

Write for special display terms.

All orders delivered free in the London Postal Area—carriage paid to the Provinces on orders of £3 or over.

Distributors: LYSOL, LTD., RAYNES PARK, S.W.20.

CRYSTAL PUFF BOWLS

"B.G." CRYSTAL PUFF BOWLS ARE UNEQUALLED FOR
QUALITY AND VALUE



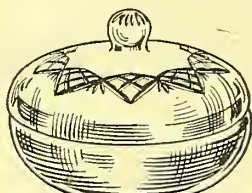
6887/5/2564 (Size 4½ ins.)
48/- dozen.



2094 (Size 5 ins.)
56/- dozen.



1462/58 (Size 5 ins.)
36/- dozen.



492/2008 (Size 4 ins.)
24/- dozen.

If you cannot sell Fancy Bowls, try a display of CRYSTAL this season. Put a dozen or more in your window, and put an Attractive Puff in each, and WATCH THE RESULTS!



23530/12 (Size 4½ ins.)
18/9 dozen.

BRIDGEN AND GRIFFIN, 25 Bartlett's Buildings, E.C.4

When you stock

Armand Toilet Goods



You stock the Best in quality and profit bearing sales.

**THE QUALITY IS
SECOND TO NONE**

and customers are quick to realise this and prevent ARMAND remaining on your shelves.

**THE PROFIT IS
SECOND TO NONE**

giving you a clear 48% (9/6 in the £1) on all ARMAND goods.

Our general press advertising is stimulating sales and sending you the right customers.

Price List and further particulars with pleasure from

Florian & Armand, Ltd.
Queensway, Ponders End, Middlesex



THE ORIGINAL
:: AND ::
STILL THE BEST

JACKEL'S
CREAM
WITHOUT GREASE
FOR THE HAIR

SOLD EVERYWHERE.

1/9 PER BOTTLE 2/6

Jackel's Cream has now been over 40 years on the market and enjoys a steady reliable sale. Once a customer buys Jackel's, imitations have no appeal because Jackel's is still the best.

HOW ARE YOUR STOCKS AT PRESENT?

12/- and 18/- per dozen.
Retailing at 1/9 & 2/6 per bot.

SHOWCARDS AND PARTICULARS FROM
YOUR WHOLESALE HOUSE.

JACKEL et CIE (of Paris) Ld.
GLASGOW.

Still another Bourjois Success

This time with —
ASHES of ROSES

BOURJOIS - PARIS

BRILLIANTINE

in two forms—Crystallised and Liquid.

These two new lines, although so far above the appearance and quality of the ordinary, cost your customers not a penny more. The Crystallised Brilliantine, with its great appeal to men, is put up in a beautiful octagonal glass jar, which gives an inkling of the brilliance and beauty it imparts to the hair.

The Liquid Brilliantine is sold in an attractive round-shaped bottle with the usual *Ashes of Roses* delightful colourings. Both are perfumed with the subtle fragrance of *Ashes of Roses*.

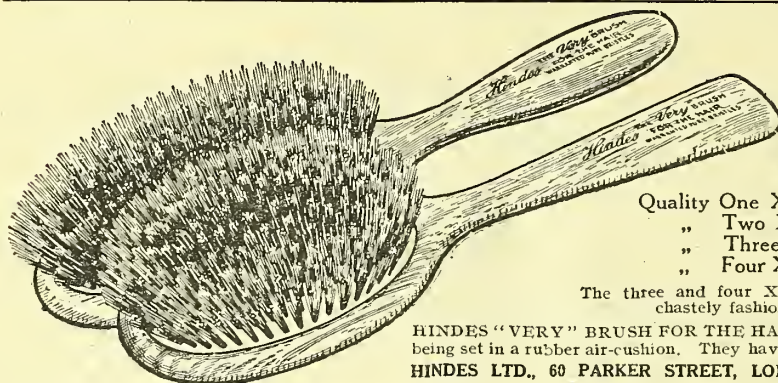


HOW TO ORDER.

Liquid—2583 Crystallised—2668
Wholesale Price is 10/- per dozen
Retail 13 each. P.A.T.A.

Bourjois
PARIS

A. BOURJOIS ET CIE., LTD.
4 Water Lane, Blackfriars - LONDON, E.C.4
PARIS. NEW YORK. SYDNEY. WELLINGTON



HINDES "VERY" HAIR BRUSH

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/2 %
" Two XX	" 10/6d. "	
" Three XXX	" 15/- "	
" Four XXXX	" 18/6d. "	

The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years
HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. :: Works: BIRMINGHAM

GOLD MEDAL

BIDWELLS'

Estab. 1839

PROPHYLACTIC TOOTH BRUSH

In three sizes and three qualities.

9/- to 18/- per Doz.

IN CARTONS.

Silvered Wire. Counter-sunk Holes.

Castle Mills, Axminster

Rodgers

SAFETY RAZOR BLADES



Not until Joseph Rodgers & Sons Ltd. felt convinced that they were offering a better blade than made by any other firm in either hemisphere were they prepared to stamp their blades with their name and the "Star and Cross" mark. They are now offering blades of both the Gillette and Auto-Strop types.

Controlled Selling Price 3/6 per dozen.

JOSEPH RODGERS & SONS LTD.

Cutlery to His Majesty. 6 Norfolk Street, SHEFFIELD

TRADE MARK



GRANTED 1682

ESSENCES FRUIT AND ARTIFICIAL

Inquiries are specially invited for the following:—

VANILLA from Selected Beans.

VANILLA from Vanillin.

PEPPERMINT—B.P. Oil.

PINEAPPLE—Artificial.

RASPBERRY—Fruit and Artificial

E. H. BUTLER & SON — MANUFACTURING CHEMISTS —

Humberstone Gate - - LEICESTER

GILLETTE BLADES

27/9 per box, 10 boxes, 27/3 per box.

Price List on application for

VALET, DARWIN, EVER-READY,
SOUPLEX, MYATT, WANIE, &c.A. FRANKS & Co. 12, Bartlett's Buildings,
Holborn, E.C.4. Phone: Central 3640

A Name that Merit has made Famous

"HARLENE- HAIR-DRILL"

THE extensive and intensive advertising campaign constantly running in connection with "Harlene" still continues and will still continue to draw immense response from all over the country. Thousands of Free Trial Gift Parcels are dispatched to new applicants every day, thus increasing the already colossal retail business.

Do you stock the following "Quick Sellers" ?

- | | |
|--------------------------|--------------------------|
| "Harlene" for the Hair | "Astine" Vanishing Cream |
| "Uzon" Brilliantine | "Astine" Tooth Cream |
| "Cremex" Shampoo Powders | "Astine" Shaving Stick |
| "Astol" for Grey Hair | "Astine" Nail Cream |

TWO NEW LINES which are QUICK SELLERS

"HARLENE" Cleansing & Revivifying HAIR FIXATIVE (FOR GENTLEMEN)

This entirely new preparation, the need for which has long been felt by Men, has been specially prepared to keep the hair bright-looking and healthy, and, while preventing dryness or stickiness, will "set" the hair in the morning and so keep it in position that it will remain during the whole day literally "without turning a hair."

"HARLENE" WAVE-SETTING LOTION (for Ladies)

In order to retain the beautiful and alluring waves created by the "Harlene" Hair Waver for a long time against the ravages of Fog, Mist, Damp, etc., a wonderful new Wave-Setting Lotion, specially prepared for Ladies, has been introduced. A little of this preparation should be brushed into or sprayed on to the hair just before waving. The waves will then last twice as long.

Price of both of above	Advertised (Minimum Retail)	- 1/3 per bottle.
	Makers	- 13/4 per dozen.
	Less 20% Discount.	

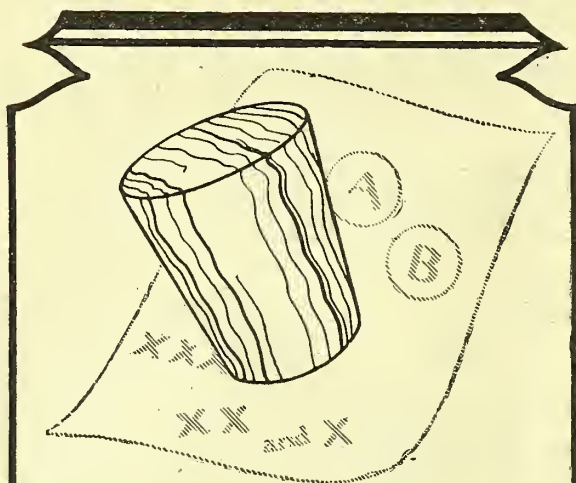
**PLACE YOUR
ORDER TO-DAY**

For Full Particulars, Terms, etc., write to:—

EDWARDS' HARLENE LTD.

20, 22, 24, 26 LAMB'S CONDUIT
STREET - - LONDON, W.C.1.





Like the Watermark on Paper—

THE water mark on paper is your assurance that you receive the exact kind of paper you order. Similarly the grade marks of Armstrong Corks are your definite certainty of obtaining the same standard always. These corks are graded thus : (A), (B), and XXX, XX and X. For every demand, at every price there is a suitable Armstrong Cork.

Armstrong's have been making corks for 65 years—and their experience and knowledge are at your service. Armstrong's Corks are guaranteed corks.

Write NOW for Samples
and Quotations.

**ARMSTRONG
CORK CO. LTD.**

306 Sardinia House
KINGSWAY
LONDON
W.C.2

YOU CAN CAP

9,000 BOTTLES

FOR

45/-

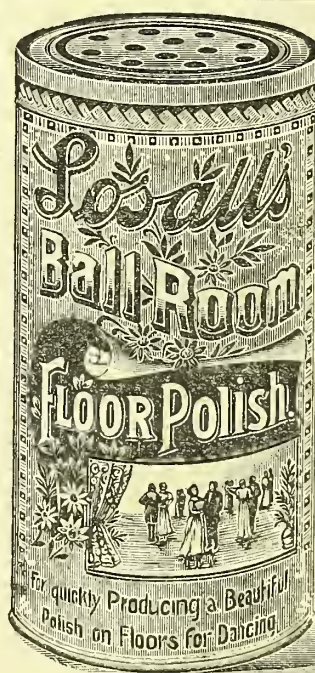
(averaging 9d. per gross)

Try sample of my Best Baudruche
Skins and test for efficiency appearance and saving.

LESLIE GATES

Hailsham, Sussex

Phones : 5383 Hailsham. Wires : Gates, Hailsham



*First
Favourite
with
Dancers.*



HANDSOME 3-COLOURED ENAMELLED TIN.
P.A.T.A.—1/6 .. 12/- per doz. ; 3/6 .. 28/- per doz.
SOLD EVERYWHERE. Manufactured by

LOFTHOUSE & SALTMER Ltd., HULL.

SCIENTIFIC
MEDICAL &
SURGICAL

Wholesale
& Export
only

GLASSWARE

Shields, Eye & Nasal
Douches, Syringes &
Laboratory Glassware.

FOREIGN COMPETITION
FULLY MET.
INQUIRIES INVITED.

H. J. POULTEN, Glassblower
47a REGINALD ROAD, FOREST GATE, E.7

'Phone: MARYLAND 3759.

VISKAP
BOTTLE
(APS)

The
ORIGINAL-BEST
and
ONLY BRITISH MADE.

SELF-FIXING, HERMETIC,
TRANSPARENT, OPAQUE, COLOURED
IMMEDIATE DELIVERY
FROM THE MANUFACTURERS:

VISCOSE DEV. CO. LTD. BROMLEY KENT.

STOPPERS



200 Varieties
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



T. WEBSTER & Co.

Telephone:
Mountview 0952

Blamine House, Middle Lane, Hornsey, LONDON, N.8

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



Self-Fixing

R.V. WAGNER

33, Brooke St., London, E.C.1.

Tel. No. Holborn 5090

BEATSON, CLARK & CO.
LTD.

Chemical and Medical Glass Manufacturers

ROTHERHAM, YORKS.

Telegrams . . . "BEATSON, ROTHERHAM."



**SHOP ROUNDS. OIL ROUNDS.
POISONS. SYRUPS & ETHERS.**

WITH AND WITHOUT RECESS LABELS.

ESTABLISHED 1751.

REDUCTION IN PRICE.

STOKES'

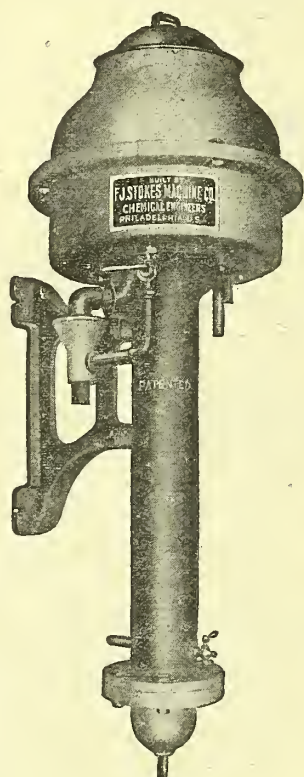
AUTOMATIC WATER STILLS

THE MOST EFFICIENT & ECONOMICAL STILLS EVER INVENTED

The Stokes Automatic Water Stills, which were placed on the market several years ago, have very rapidly superseded the old methods of water distillation.

They are Automatic, Economical and Efficient, and the distilled water they yield is beyond criticism.

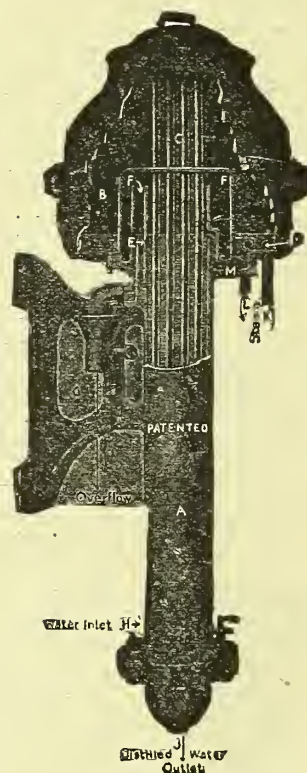
Since their introduction more than 6,000 Stokes Stills have been sold, and everybody who uses them is more than pleased with the results. They are made in various sizes up to 100 gallons hourly capacity.



No. 2 Still.



This illustrates the No. 0 Still, heated by gas and having an output of 3 pints per hour.



No. 2 Still, showing interior details.

PARTICULARS AND PRICE LIST.

SIZE	Gallons per hour	Method of Heating	Boiler h.p. required	Net Weight	Height	New Reduced Prices
0	3	Gas		50	24 in.	£6 10 0
0†	3	Paraffin		"	"	7 17 6
000	2	Gas		110	48 in.	17 0 0
000	2	Steam	1 h.p.	"	"	18 0 0
1	5	Steam	2 h.p.	275	3 ft. 6 in.	30 0 0
2	10	Steam	4 h.p.	325	4 ft. 6 in.	40 0 0
3	25	Steam	10 h.p.	750	7 ft. 0 in.	65 0 0
4	60	Steam	20 h.p.	1200	7 ft. 6 in.	110 0 0
5	100	Steam	30 h.p.	1500	"	160 0 0

Prices are nett ex Liverpool.

† Price includes Primus Stove.

On receipt of a postcard we will gladly send full details and particulars.

THOMPSON & CAPPER LTD.

Sole Agents for F. J. STOKES MACHINE CO.

Manesty Buildings - - 5 College Lane, LIVERPOOL.

Telephone : Royal 2060 (Pte. Branch Exchange). Telegrams and Cables : "Sanitas, Liverpool." Code : A.B.C. 5th Edition

ESTABLISHED 1843.

FREE ENLARGEMENTS AND A FREE SHOWCARD

ENLARGEMENTS

DELIGHTFUL
PORTRAITS
AND
PICTURES

ARE OBTAINED BY
HAVING SNAPSHOTS
OF YOUR CHILDREN,
FRIENDS AND
HOLIDAY SCENES
ENLARGED.



PRICES

SIZE	UNMOUNTED	PLAIN MOUNTED	ENLARGEMENTS DE LUXE	HAND COLOURED
6½ x 4¾	1/-	2/-	3/6	10/6
8½ x 6½	1/6	3/-	5/-	15/-
10 x 8	2/-	4/-	7/-	17/6

LARGER SIZES IN PROPORTION

POSTCARD ENLARGEMENTS **6^d** EACH IN ARTISTIC FOLDER MOUNTS.



This attractive showcard size 15×12 will be sent **FREE** on request to any dealer sending or intending to send enlarging orders to us.

Enlargement selling is a profitable business. It requires no stock and yields a profit of 33¹⁰/₃%.

From now until Xmas is the best time to obtain orders. Chemists tell us our enlargements are the best they have ever sold. We certainly do all we can to make them so.

GUARANTEE.

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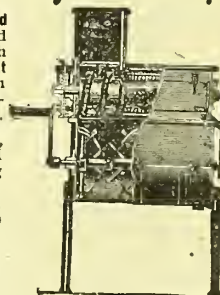
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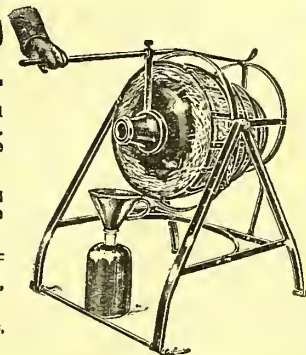
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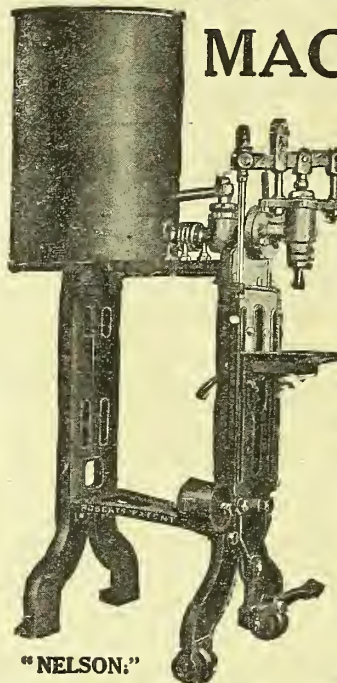
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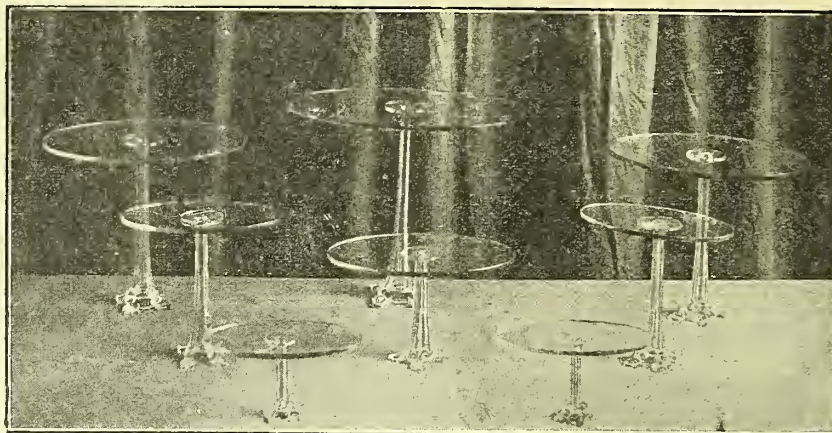


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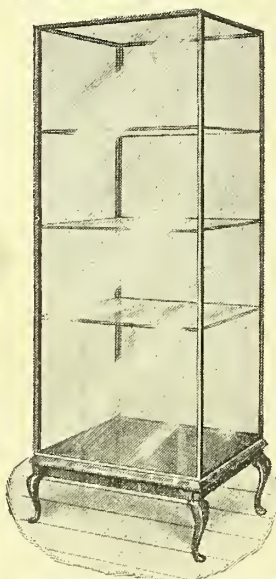
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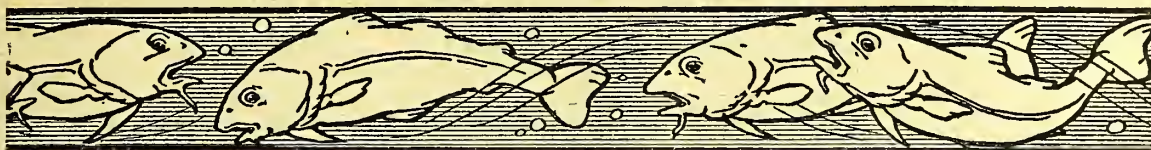
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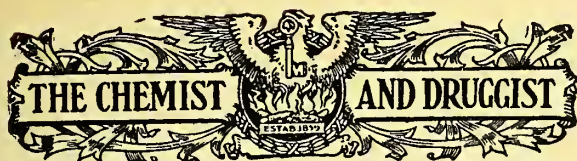
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British Pharmaceutical Conference

At a general meeting of the Cheltenham and District Branch of the Pharmaceutical Society, held recently, the following were elected to the local executive committee of the British Pharmaceutical Conference, 1928:—

Chairman, Mr. H. Burton Clark.

Vice-Chairman, Mr. Harold Miller.

Treasurer, Mr. C. H. James.

Secretary, Mr. Percy James.

Chairman of Ladies' Committee, Mrs. H. Burton Clark.

Chairman of Housing Committee, Mrs. J. Bissett.

Chairman of Publicity Committee, Mr. C. K. Gregory.

Chairman of Entertainments Committee, Mr. T. B. Wickham.

Chairman of Sports Committee, Mr. B. W. Gregory.

Other Members, Alderman Stewart, Alderman Stroud, Mr. W. H. Hill, Mr. W. H. Hampton.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Marking of Imported Honey

The public inquiry into the application for an Order in Council under the Merchandise Marks Act, 1926, to require the marking of imported honey will be held in Room 104 at 10 Whitehall Place, London, S.W.1, beginning at 10.30 a.m. on Wednesday, October 26, and continuing, if necessary, at the same time on Friday, October 28. Applications to be heard in evidence and any other communications with regard to the matter should be addressed as early as possible to the secretary of the Standing Committee, Mr. H. J. Johns, 10 Whitehall Place, London, S.W.1.

Export Credit Facilities

For some months past endeavours have been made to improve the facilities offered by the Exports Credits Guarantee Scheme with a view to developing British trade overseas. The latest plan which has been evolved in consultation with Chambers of Commerce is what is termed a "floating contract," under which the Government insures exporters against bad debts by taking up to 75 per cent. of the credit risk. In a statement which he has made Mr. A. M. Samuel, Secretary to the Overseas Trade Department, has assured himself that it is an improvement on anything that has hitherto been available to exporters. A fundamental condition is that goods to be covered must be wholly or partly produced or manufactured in the United Kingdom. The assistance is limited to transactions which are dealt with on the basis of bills of exchange.

Poisonings

An inquest was held at Dudley, recently, on the body of Henry Burton, hairdresser, Castle Street. Evidence showed that the deceased had been drinking from a bottle containing chlorodyne; the house surgeon at the Dudley Guest Hospital said that, assuming the bottle of chlorodyne had been full, he would have consumed 3 oz., which contained $2\frac{1}{2}$ gr. of morphine, more than a fatal dose. An open verdict was returned.

Other cases include suicides by means of strychnine (Staunton, Newark) and lysol (Falmer).

Contracts

The following tenders have been accepted by the bodies named:—

Evesham Guardians.—W. J. Craven & Co., chemists, drugs.

Luton Guardians.—Mr. H. W. Kilby, chemist and druggist, drugs and dressings.

Malvern Urban Council.—Malvern Drug Stores, drugs.

Stockport Infirmary.—J. C. Arnfield & Sons, Ltd., drugs.

Birmingham

There is a good attendance of students in all sections at the pharmacy school at the Technical College.

The sixth annual reunion and dinner of the Birmingham School of Pharmacy Students' Association took place on October 12. Mr. G. I. Horton presided. The guests were Mr. Grove, Dr. Sumpter, Mr. and Mrs. Berry, Mr. and Mrs. Bennison, and Mr. and Mrs. F. Smith. Several members of the Birmingham Pharmaceutical Association were present, including Mr. Foden, Mr. Knowles, Mr. Maurice Smith, and Mr. and Mrs. Rushton. The chief toast of the evening was in honour of Mr. Grove, who recently retired from the staff of the Technical School after twenty-two years' service as lecturer in botany. On behalf of the students, Mr. B. W. Shaw presented Mr. Grove with some volumes on flora. The successful evening ended with dancing.

Liverpool

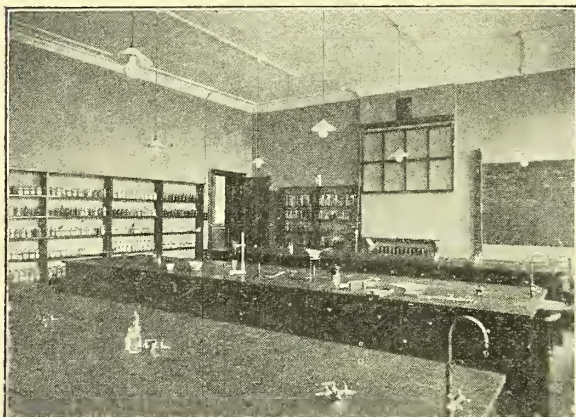
The Liverpool Chemists' Association raised £115 for the Pharmaceutical Society's Benevolent Fund at its smoking concert on October 19.

New chemists' shops are to be opened shortly at the Rialto Picture House, Upper Parliament Street, Liverpool, at Prenton Road West, Birkenhead, and in Wallasey.

Manchester

The Junior Section of the Manchester, Salford and District Branch of the Pharmaceutical Society held its monthly dance on October 5. Although there was not quite the usual number present, a very enjoyable evening was spent. Mr. Woolley (director of Cupal, Ltd., Blackburn) presented the Cupal cup, together with two replicas, to Miss Whalley and Mr. Livsley. This is the second occasion on which Mr. Livsley has won the cup. A vote of thanks to Messrs. Cupal for giving the cup and replicas and to Mr. Woolley was passed with acclamation.

The new laboratories of the Pharmaceutical Department at the Manchester University, which were formally opened on October 5, are a splendid addition to the facilities provided at the university. Mr. James Grier, M.Sc., the senior lecturer in pharmacy, invited a number of pharmacists to be present at the opening. After the dispensary had been inspected, the party adjourned to the materia medica museum, where Mr. Grier referred to the progress which had been made in recent years. Professor Raper said that the time had arrived for



Photo] NEW DISPENSARY, MANCHESTER UNIVERSITY (Cleworth

bringing these departments thoroughly up to date, both in equipment and staff. This would cost about £5,000 per annum; he hoped that this sum would be raised. Mr. William Kirkby, M.Sc., paid a tribute to the work which the founder, the late Professor D. L. Leech, had done, and also the services Professor Wild, Professor Weiss and Professor Raper had rendered in more recent years. Professor Dixon added a few cordial sentences. After tea, Mr. Collins, president of the Manchester Pharmaceutical Association, expressed the thanks of the visitors to Mr. Grier for his hospitality.

Miscellaneous

THEFT OF CAMERAS.—Cameras valued at £20 were stolen on October 17 from the shop of Mr. H. Longstaff, chemist and druggist, Finchley Road. The thieves smashed the window with a brick.

FIRE.—A slight outbreak of fire, attributed to wax boiling over, occurred on October 13 at the premises of Ralph L. Fuller & Co., Ltd., chemical merchants, 21 Harp Lane, London, E.C. The outbreak was confined to the basement.

WINDOW-DISPLAY AWARDS.—In a window-dressing competition organised recently by the Blackburn and District Chemists' Association, the prizes were awarded as follows:—(1) Mr. J. Gillett (silver cup); (2) C. A. Critchley & Co., Ltd.; (3) Mr. J. McMyn. Mr. A. Dobson was highly commended.

IN THE COURTS.—At Windermere Police Court, on October 10, George Kissane (29), described as a doctor's assistant, was charged with having falsely represented

himself to be a medical man. Two witnesses gave evidence of treatment by the accused; and Mr. Thomas Holmes, chemist, deposed that he received a prescription from Kissane to make up, on which was indicated membership of the Royal Colleges of Physicians and Surgeons. The defendant was fined £20, and was committed for trial on a charge of obtaining hotel accommodation by false pretences.—At Blackpool, on October 13, Thomas Bentham, St. Anne's, described as a chemist, was fined 10s. for causing an obstruction with his car.

Irish News

Pharmaceutical Society of Ireland

The following are the results of the October Examinations:—

PRELIMINARY EXAMINATION.—Passed with Honours: Patrick T. Keogh. Passed (arranged in order of merit): John B. O'Connor, Wm. R. Nugent, Mary Kerr, Wm. P. Mullan, Mildred M. I. Healy, Gilbert Moriarty, Elizabeth Hayes, Catherine McNello, Thomas F. Kelly, Allan H. Tomkins, Alfred J. McKeon, Laurence B. Martin, Kathleen Colgan, Hildegard T. Kerr. Thirteen candidates were rejected.

PHARMACEUTICAL CHEMIST LICENCE EXAMINATION.—Passed (arranged in order of merit): John J. McEvoy, Theresa Deery, Joseph M. Branagan, Stephen J. Collins, Wm. Gallagher. Nine candidates were rejected.

PHARMACEUTICAL ASSISTANT EXAMINATION.—Passed (arranged in order of merit): Catherine N. M. McFeely, Thomas Sexton. Two candidates were rejected.

REGISTERED DRUGGIST EXAMINATION.—Passed (arranged alphabetically): Joseph M. Branagan, Teresa M. Cleary, Cornelius Dillane, Patrick J. Moran, James O'Reilly, Frederic McMams. Four candidates were rejected.

Brevities

Mr. D. Donovan, Ph.C., has purchased Heekys Medical Hall, Rathkeale, co. Limerick.

Mr. John D. Broderick, M.P.S.I., late of Fermoy, has now opened a pharmacy at 72 Barrack Street, Cork.

Considerable discussion has been occasioned amongst Dublin medical men and chemists at the recent statement of the co. Dublin coroner (Dr. Brennan) that a curb should be placed by legislation on the sale of aspirin, in the same way as morphine or cocaine (*C. & D.*, October 8, p. 443), and a series of expressions of opinion has been published in the Dublin Press, the majority disagreeing with the coroner.

Belfast

At a recent meeting of Belfast Corporation John Robson, Ltd., cattle salesmen, 18 Stewart Street, were granted a licence under the Pharmacy and Poisons Act (Northern Ireland) to sell sheep dip.

This year's chairman of the Ulster Wireless Traders' Association is Mr. L. T. Dobbin, of William Dobbin & Co., Ltd., chemists, North Street, Belfast. Mr. Dobbin presided at the annual exhibition in the Ulster Hall on October 5, when the Lord Mayor performed the opening ceremony.

A committee meeting of the Ulster Retail Drug Trade Association was held at 11 Waring Street, on October 4, at which the president (Mr. A. W. Mann) was in the chair. Other members present were:—Messrs. W. J. Rankin, Jas. McDowell, S. M'Loughlin, C. Abernethy, J. A. McRoberts, Jas. Macauley, Geo. Hamilton, F. Boyle, John Adams, R. I. Edwards and H. Crail. Apologies were received from Mr. S. Dale (Derry), Messrs. S. J. Hudson and D. A. Taylor. The committee considered correspondence from the Council of the Pharmaceutical Society with reference to assistants' hours in Belfast. Bearing in mind the existing by-laws of the corporation, the committee decided to canvass city members, pointing out to them the usual business hours, and also arrangements for the supply of urgent medicines at night. A general business meeting of all members is being arranged for November 30.

Pharmaceutical Society of Ireland

Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Ireland was held on October 11 at 67 Lower Mount Street, Dublin, Mr. F. J. Fitzpatrick, P.C. (President) in the chair. The following members of the Council were also present:—Mr. D. J. Nugent (Vice-President), Dr. M. Ryan, P.C. (treasurer), Dr. J. A. Walsh, Sir Thomas Robinson, Messrs. T. J. Doyle, P.C., J. McCormack, J. Smith, P. J. Fielding, J. Gorry, P. D. Larkin, G. Brown, P. Brooke Kelly, J. Fleming, J. J. Roche, P. Kieran, J. J. R. Kerr, P.C., D. Warwick, and W. P. J. Gannon.

WELCOME TO NEW MEMBERS

The President welcomed Mr. Fielding and Mr. Kieran, who took their seats at the Council for the first time.

ELECTION OF OFFICERS

As briefly referred to last week (*C. & D.*, October 15, p. 477) the election of officers was proceeded with.

Mr. WARWICK proposed the re-election of Mr. F. J. Fitzpatrick as President. He said it gave him very great pleasure to do so. He felt that all the members realised the amount of work the President had done during the past year. He had given himself wholeheartedly to the work, and they had only to look back to the different activities of the Council to realise how successful his efforts had been. The past year had been very strenuous and onerous, and he thought the coming year would be none the less onerous. It was full of great eventualities; and, even if they were inclined to change their President, he thought it would be unwise to do so.

Mr. FLEMING, Sir THOMAS ROBINSON and Mr. FIELDING, one of the new members, supported, and Mr. Fitzpatrick was afterwards unanimously re-elected *President*. In returning thanks, the President said he had pressed the Vice-President strongly to get him to take the chair, because Mr. Nugent was also aware of the routine work. He was grateful for the confidence they had shown in him.

Mr. KERR proposed the re-election of Mr. Nugent as *Vice-President*. He (Mr. Kerr) knew that no man had taken a bigger interest in the coming legislation for safeguarding the interests of their licentiates than Mr. Nugent had.

Mr. GORRY seconded.

Mr. NUGENT, who was unanimously re-elected, in returning thanks, said his position was really more or less a sinecure, because the President had been such a worker, that what he (the Vice-President) had done had been really a secondary consideration.

Mr. BROOKE KELLY proposed the re-election of Dr. Michael Ryan as *Treasurer*, and Mr. ROCHE seconded, Dr. Ryan being unanimously re-elected.

Mr. R. J. Kidney was re-elected *Auditor*.

ELECTION OF COMMITTEES

The following Committees were elected:—*Law Committee*—Dr. Mitchell, Dr. Walsh, Sir Thomas Robinson, Messrs. Brown, Doyle, Gorry, Roche, Smith, Warwick and Larkin. *House and General Purposes Committee*—Dr. Mitchell, Dr. Ryan, Sir Thomas Robinson, Dr. Walsh, Messrs. Brown, Doyle, Gorry, Larkin, McCormack, Roche, Smith and Warwick. *Certificates and Declarations Committee*—Dr. Ryan, Sir Thomas Robinson, Dr. Walsh, Messrs. Brown, Doyle, Larkin, Roche, Smith and Warwick. *School Committee*—Dr. Mitchell, Sir Thomas Robinson, Dr. Ryan, Dr. Walsh, Messrs. Doyle, Brooke, Kelly, Larkin, Roche and Smith.

PROPOSED BENEVOLENT FUND

The following letter was received from Mr. Victor E. Hanna, M.P.S.I., 69 and 70 Lower Mount Street:—

No doubt you will remember that on the trip to Bebington, which you and some members of your Council lent their support, a small contribution was asked from those who were travelling over to meet the expenses of laying a wreath on the tomb of the late Lord Leverhulme, and it

was indicated that any surplus money received would be handed over to the Pharmaceutical Society of Ireland to inaugurate a benevolent fund for the society, of which it stands in great need. Although we had only time to apply to half the passengers, the balance has reached a total of £5 5s., and I have therefore much pleasure in enclosing this cheque, and trust that your Council will accept it for the purpose indicated.

The PRESIDENT said that Mr. Hanna had heard him express the wish that they ought to inaugurate a Benevolent Fund. It was very good of Mr. Hanna to have got this £5 5s. At present they had no Benevolent Fund, though he was endeavouring with the help of the Legislation Subcommittee to get powers in the New Act to put by a sum of money out of the funds of the Society for the purpose of forming the nucleus of such a fund. On the motion of the Vice-President, seconded by Mr. McCormack, Messrs. Warwick, Doyle and Roche were appointed a committee to investigate the best means of starting a Benevolent Fund.

The PRESIDENT said they ought to be very grateful to Mr. Hanna for remembering the project.

On the motion of Mr. Brooke Kelly, seconded by Mr. Roche, a vote of thanks was passed to Mr. Hanna.

THE ANNUAL DINNER

The PRESIDENT said he had enlisted Mr. Hanna last year for the dinner of the Society in 1928 and Mr. Hanna had asked him about it. A discussion followed, and a committee was appointed to make arrangements for the 1928 event:—Mr. V. E. Hanna as organising secretary, Sir Thomas Robinson, Messrs. Smith, Warwick, Larkin, Doyle and Roche, with the President and Vice-President.

RESIGNATIONS

The REGISTRAR (Miss E. C. Grene) submitted letters from Mr. J. R. Guiler, Belfast, Mr. J. Beatty, Clones, Mr. M. J. McConville, Crossmaglen, and Mr. E. T. J. Gourley, Carrickfergus, resigning membership.

PRELIMINARY REGISTRATION

The following, who submitted certificates from other bodies, were admitted to Preliminary registration:—

Mr. Fintan J. Pierce, Shilmore, Carne, co. Wexford; Mr. John Francis Rea, Medical Hall, Rosemary Street, Roscrea; Mr. J. W. Faby, Desertmore House, Ovens, co. Cork; Mr. Denis Hogan, c/o Mr. J. Reidy, The Mall, Tralee; and Mr. Kevin Anthony Browne, 21 Upper Mallow Street, Limerick.

CHANGES OF ADDRESS

The following notified changes of address:—

Mr. Matthew Burke, Ph.C., to 5B Prospect Road, Glasnevin, Dublin; Mr. Thomas Dunne, Ph.C., to McDermott's Pharmacy, 76 Dame Street, Dublin; Mr. Wm. C. Hinchy, Ph.C., to 17 Essex Quay, Dublin; Mr. Charles McKeown, Ph.C., to 81 North Circular Road, Dublin; Mr. E. O Callaghan, Ph.C., to 2 Parliament Street, Cork; and Miss Mary J. O'Regan, Ph.C., to the Medical Hall, Main Street, Boyle.

CANDIDATES' MARKS

On the motion of Sir Thomas Robinson, seconded by Mr. Larkin, the following resolution was passed:—That candidates' marks in examinations shall be supplied free on receipt of a stamped and addressed envelope.

ELECTIONS AND NOMINATIONS

The following were elected to membership:—

Mr. R. St. C. Adamson, Eden, Ballina; Mr. A. A. Brunner, 91-93 Bride Street, Dublin; Mr. J. D. Broderick, 72 Barrack Street, Cork; Mr. H. Grainger, Grew Street, Callan, co. Kilkenny; Mr. T. Kerins, Medical Hall, Macroom; Mr. W. F. Knight, Church Street, Newcastle West; Mr. J. McMichael, The Medical Hall, William Street, Tullamore; Mr. M. McCourt, 98 Bridge Street, Dundalk; Mr. D. H. O'Sullivan, Medical Hall, Kanturk; Mr. J. O'Brien, 37 Church Street, Athlone; Mr. R. T. Poole, 30 South Parade, Waterford; Mr. R. Rourke, Medical Hall, Rathdowney, Leix; Mr. W. K. Stack, William Street, Listowel; Mr. H. A. Cole, 49 Sandycove Road, Sandycove; Mr. H. Conyngham, Ph.C., 40 Waterloo Road, Dublin, was elected to membership.

REVISION OF REGISTER

It is requested that members aware of errors in the Register will kindly notify the Registrar of them.

Colonial and Foreign News

THE GRANDE PHARMACIE ST. MARTIN, Vevey, Switzerland (founded in 1885), the proprietor of which is Dr. J. J. Bloch, has been removed to new premises across the road.

NORWEGIAN IMPORT RESTRICTIONS ON HONEY.—Regulations for the importation and sale of imported honey as regards quality and packing have been promulgated in Norway under authority granted by the law of August 8, 1924, controlling the quality of agricultural foodstuffs.

CLIMATIC STATIONS IN ITALY.—The national consortium of climatic stations having presented to the Minister of the Interior a memorial expressing the wish that all climatic stations, resorts and tourist centres might conserve their autonomy, the Under-Secretary to the Minister of the Interior, Count Suardo, has communicated to the presidency of the consortium that particular attention will be given by the Minister to the wishes manifest in the memorial.

SICK-FUND EXPENDITURE IN GERMANY.—The total amount spent on medical benefits at Nurnberg in 1926 was R.M. 1,032,960.40, and of this R.M. 686,053.32 was expended on drugs and dressings. The remainder was paid out for spectacles, milk, hydropathic treatment, etc. As nearly two-thirds of the total expenditure went into the pockets of the chemists it is interesting to note that in order to prevent the excessive consumption of medicine, milk was allowed to be ordered in place of drugs, in view of the fact that, although milk has no medicinal action, it is of great value as a food and reconstituent.

INADEQUACY OF INSTRUCTION IN PRACTICAL CHEMISTRY.—The German Chemical Society has presented a memorial to the government, complaining of the inadequate instruction given in practical chemistry in the high schools and universities, and draws attention to the fact that although the science of chemistry is developing more and more, particularly physical chemistry, which demands costly apparatus for experiments, the equipment of teaching institutions is the same as it was in pre-war days. The society states that Germany is in an unfavourable position, compared with other countries, on this account, and urges that apparatus and personnel should be provided to ensure proper tuition.

SPECIALITIES IN ITALY.—The introduction of legislation in Italy dealing with the manufacture and sale of specialities took place by the issue of a Royal Decree Law of August 7, 1925 (*C. & D.*, 1925, II, 655). Regulations giving effect to this decree came into force recently, and lately a petition has been presented to the King praying for the suspension of application of this provision, pointing out the effect of certain provisions on different classes of traders. As the definition "pharmaceutical specialities" embracing preparation in certain categories (*C. & D.*, May 17, p. 595) is held to include, without distinction, dietetic and cosmetic preparations (infants' foods, preparations of oats, barley, rice, malt biscuits and dental paste, hair lotions and brillianines), preparations not having the essential characteristics of a medicinal preparation, the petition points out that these regulations will affect not only pharmacy, but more particularly and severely perfumers and drug store keepers, whose field of activity would be severely limited. Hardship would be imposed also on people living in country districts, who would in many cases be obliged to travel long distance in order to buy articles of everyday use at the nearest pharmacy and pay in consequence enhanced prices.

ILLICIT CHINESE TRADE IN NARCOTICS.—The Statistical Secretary of the Inspectorate-General of Customs in Shanghai, in his recently issued report for 1926, gives a table which shows that during the war no less than 37 tons of opium, 601 lb. of morphine, and 325 lb. of cocaine were seized by the Chinese Maritime Customs, in addition to 91 lb. of poppy seed and preparations containing opium, morphine, etc., valued at £481. The Secretary adds that the figures give but a faint indication of the illicit traffic in narcotics which takes place in China. It is no secret that poppy cultivation is now

openly encouraged—even enforced as a source of revenue to replenish exhausted coffers—in many regions of China. In Kwangtung the sale of opium has been legalised, and certificates for the purchase or the consumption of opium can be obtained from the authorities on payment of specified fees. The most serious aspect of the problem, however, is the increased smuggling of morphine and such like. Given the country's vast seaboard and her extensive land frontiers, the preventive measures exercised by the Customs, which operate only at Treaty Ports, are necessarily restricted and too easily evaded.

SHOP HOURS IN NEW ZEALAND.—A Bill to amend the system of fixing the hours of business for shops in New Zealand has been promised by the Government, and chemists are naturally apprehensive that any changes made may prove prejudicial to the craft. Early in June a deputation from the Northern Pharmaceutical Association waited upon the Minister of Labour at Auckland to discuss the matter. The Minister said the method of fixing hours for a particular class of shops by requisition was not entirely satisfactory. Petitions had been presented for a change to be made, but it was no easy matter to reach an equitable arrangement, and the views of all concerned would be welcome. The deputation asked that the Bill should not extend the hours for small suburban shops except those dealing in perishable foods. Mr. R. Cotterall, the president of the Association, said that if such shops were generally allowed to keep open after chemists closed they would soon begin to stock chemists' lines. Auckland chemists closed early only on four days out of seven. They were open late on Fridays, Saturdays, and Sundays. Mr. E. Smith said they also wanted an amendment of the law to allow Sunday hours to be fixed by requisition, instead of being left free, as at present. Finally, the Minister asked the deputation to put their requests in writing so that the whole matter might be carefully considered.

P.A.T.A. IN NEW ZEALAND.—The formation of the Proprietary Articles Trade Association in New Zealand resulted in opposition on the part of storekeepers and farmers, and a deputation from the grocery trade asked that the operations of the P.A.T.A. be suspended by the Government until an inquiry had been made. A committee was appointed by the Dominion Government to take evidence regarding, and report upon, the need for or otherwise of the Proprietary Articles Trade Association in New Zealand. At the end of April the committee submitted a majority report, holding that the proposals constituted a danger to the public, were too far-reaching in effect, and were not justifiable under existing conditions. While admitting that sales below cost with a view to attracting custom were an evil, the committee pointed out that the Board of Trade Act gave power for the making of regulations aimed at suppressing all methods of trading prejudicial to public welfare, and that body should be able to deal with prices unduly low as well as unduly high. The report concluded: "We consider the position adequately safeguarded by the powers of investigation contained in the Board of Trade Act, and suggest that in any cases where traders or manufacturers feel aggrieved by the selling of goods below cost the department should be asked to make such investigation as in the case appears necessary. Although the operations of the Association might benefit certain manufacturers (mainly overseas), wholesalers and retailers, the committee cannot overlook the effects on the public, the word 'public' being interpreted in the widest sense. The majority considers that the Association is a combination detrimental to efficiency in distribution and is likely to encourage unduly the credit system, is dangerous to the public interest, and generally retrogressive. It therefore recommends that, if necessary, the Government should arrange for the making of regulations to prevent the Association operating in New Zealand." A member disagreed with the finding, and considered that the manufacturer had the right to state at what price and on what conditions his goods were to be resold, otherwise his business might be much damaged and his product might even be driven off the market. Government attempt at suppression of the P.A.T.A. would be difficult to enforce, and would hamper business, manufacturer and trader.

Legal Reports

Injunction Granted.—In the Chancery Division of the High Court, London, on October 14, Mr. E. Forrest, Ash Grove, Hackney, E., who appeared in person, submitted to a perpetual injunction, on the motion of the Auto-strop Safety Razor Co., Ltd., restraining him from infringing trade-mark 345,302, of the word "Valet" for razor blades, and from passing off. It was explained by Mr. Trevor Watson, for the plaintiffs, that the action was in respect of passing off. Mr. Justice Clauson elicited from the defendant that he did not know that the plaintiffs had a trade-mark of the word "Valet," and he had no wrong intention in using the word. He was prepared to give up its use and to give an undertaking which would obviate the trial. He had used also the words "Red Silk." He would agree to an inquiry as to damages, and would give up his printed cartons. The blades themselves were unmarked. Mr. Trevor Watson said that the terms of the notice of motion, which the defendant accepted, were somewhat unusual. They restrained him from selling or offering or exposing or advertising for sale or procuring to be sold any safety razor blades or similar goods not manufactured by the plaintiffs or, if manufactured by the plaintiffs, not of the class or quality of blades sold or offered for sale described by the plaintiffs as Valet safety razor blades under or in connection with the word "Valet" or under any other name colourably imitated from "Valet," and from passing off or attempting to pass off as Valet safety razor blades any safety razor blades not manufactured by the plaintiffs or, if manufactured by the plaintiffs, not of the class or quality of blades sold or offered for sale or described by the plaintiffs as genuine Valet safety razor blades. Mr. Trevor Watson observed that Spalding and Gamage established that it was just as much infringement of trade-mark and passing off to sell inferior goods as the plaintiffs' superior goods as was selling others. Mr. Justice Clauson: Those only are valid blades which you call valid blades. You may make something else. Mr. Watson: The defendant's blades may be of our manufacture; that is why we want this form; but they are not blades we put on the market. His lordship said there would be an injunction, as asked for by the plaintiffs, which would put an end to the litigation, and it would be granted with costs, except the costs of the inquiry as to damages, which costs would be reserved.

Price-Fixing Dispute.—In the Court of Appeal, before the Master of the Rolls and Lords Justices Sargant and Lawrence, on October 18, an action brought by the Palmolive Co. of England, Ltd., against Mr. Morris Freedman was heard on the appeal of the defendant from the judgment of Mr. Justice Astbury in the Chancery Division (*C. & D.*, 1927, I, 671). The plaintiffs had brought the action against the defendant, who carried on business as a wholesaler and retailer, for an injunction to restrain him from committing alleged breaches of an agreement dated August 23, 1926, to maintain the price of the plaintiffs' preparations. The defendant alleged that when he signed the document he did not realise it was an agreement; and when he did he repudiated it. His defence also was that the contract was in restraint of trade and contrary to public policy. He further alleged that the condition of the contract had been broken by the plaintiffs by a sale scheme under which a customer, if he bought two cakes of soap, was given a third cake free, and the retailer would be paid 6d. Mr. Freedman also alleged that he could buy the soap in the market any day at a price which enabled him to sell it at less than 6d. and make a profit of 25 per cent. Mr. Justice Astbury gave judgment for the plaintiffs for the injunction claimed, with costs. Mr. Archer, K.C., and Mr. P. B. Morle appeared for the appellant; and Mr. W. A. Jowitt, K.C., and Mr. Courtney Terrell were for the respondent company.

APPELLANT'S CASE

Mr. Archer said the question involved in the case was whether a price-maintaining agreement entered into between the parties was valid or not. Mr. Justice Astbury had stated that the question was a difficult one to decide, and he (counsel) agreed, because the

points involved did not seem to have been discussed in other cases which had been decided. It was admitted that a valid price-maintenance agreement could be made, but the question was whether in the circumstances the validity of the agreement before the Court could be maintained. His contention was that the respondents' scheme was not watertight, and that there was soap in England which never came through the respondents' hands at all; and Mr. Freedman found he could buy, and did buy, the soap from other people and sold it at 5d. a cake. Mr. Freedman decided that the price-maintenance agreement was not fair, and invited the company to sue him. Mr. Archer said Mr. Freedman was characterised by Mr. Justice Astbury as a "dishonest man," and but for that it was probable there would have been no appeal. However, the sole question was whether the agreement was valid, and in his submission it was not valid, as being unreasonable as between the parties and from the point of view of the public.

On the resumption of the hearing on October 19, Mr. Archer said this was not like the case where the manufacturer of an article came into court and said that without some arrangement as to price he could not manufacture at all. The plaintiffs had made no attempt to prove by evidence that this price-maintenance agreement was reasonable, though in restraint of trade. The reason of that must be that they could not, and that the moment the thing was gone into it became plain that the object was to get as much money out of the public as possible.

Lord Justice Lawrence said he thought the rule was that it was for the plaintiffs to prove special circumstances, and that on proof of these it was for the Court to say whether the agreement being reasonable for protection was valid, but that in the absence of such special circumstances there was no validity in a covenant in restraint of trade. Mr. Archer: Yes. The judge took the view that this contract itself shows special circumstances, and that I deny.

Lord Justice Sargant: So far as the defendant was buying from third parties, whether the third parties had bought from the plaintiffs or not, the defendant was quite free to sell free of restriction unless disabled by his own agreement with the plaintiffs. It ought to be made clear whether he is or is not on plaintiffs' list of people entitled to be supplied. Mr. Jowitt: He was left on the list until after the issue of the writ, and I am told is still on. Lord Justice Sargant: I suppose he could at his own request be taken off? Mr. Jowitt: We will be glad to supply him with anything he wants if he will keep his bargain. Mr. Archer, proceeding, contended that this case was quite unique among restraint of trade cases.

RESPONDENTS' CASE

Mr. Morle, having followed on the same side, Mr. Jowitt, on behalf of the respondents, supported the judgment of Mr. Justice Astbury. Mr. Jowitt said that at the trial it was sought to show that the agreement was bad because it was unreasonable between the parties, and on the ground that it was opposed to the public interest. It was said that the agreement was unreasonable on the ground that the price-maintenance scheme was not watertight. Mr. Freedman combined the function of retailer and wholesaler, and the profit he said he made was calculated by comparing the price realised as retailer with the price less discount paid as wholesaler. The bonus by which a tablet of soap was given to purchasers of two cakes of the soap at 6d. each was a temporary expedient to meet the depreciation of French currency, and was no longer in existence. The appellant got his supplies mainly from two wholesalers, and both were put on the "stop" list by the plaintiffs. The organisation of the price-maintenance agreement was rapidly becoming efficient, and it was obvious, as the judge said, that it was a mere matter of time and this ring would become absolutely watertight. Mr. Terrell followed on the same side, and the hearing was again adjourned.

THE Bradford Branch of the Pharmaceutical Society has circularised members and students, giving details of the courses offered at the Municipal Technical College.

Dublin Retail Drug Association

THE annual meeting of the Dublin and Provincial Retail Drug Association was held at Jury's Hotel, Dublin, on October 10, Mr. John Smith (president) in the chair. The following were also present:—Miss D. M. Kerrigan, Dr. J. A. Walsh, Dr. J. A. Mitchell, Messrs. H. J. Sumner (Vice-President), G. A. McLean Lee (treasurer), H. Conyngham, D. Warwick, M. J. Timoney, D. M. Watson, W. F. Ellis, R. E. Campbell, J. Duggan, and P. J. Killackey, and Mr. R. J. Kidney, F.S.A.A. (secretary).

STATEMENT OF ACCOUNTS

The TREASURER (Mr. McLean Lee) submitted his report and statement of accounts. They had finished the year with a credit balance of £120, or £15 better than last year. The income for the year amounted to £609 1s. 2d., and expenditure to £488 11s. 9d., leaving a balance of £120 9s. 5d. The report was adopted.

PRESIDENT'S ADDRESS

The PRESIDENT, at the outset, referred to the loss sustained by pharmacy in the death of Sir William Glyn-Jones. Proceeding, he said membership of the Association had increased during the year by twenty-four, the total membership of the Association being 379. Unfortunately, they had outstanding subscriptions numbering thirty-eight, most of these, however, being recoverable. As there were only 500 chemists in business in the Free State, he thought that was a very satisfactory percentage. There were one or two towns with which he was very disappointed—Drogheda, Sligo and Carlow. The secretary and he had proposed to take them on again. These were the only three towns in the Free State the pharmacists of which were not members. He then reviewed the work of the Association. They had had a conference in regard to the vexed question of the bottle tax, but up to the present had not progressed so far as they would like. The decision was with the Minister for Finance, who stated in the Dail that he would be prepared to listen to any case put forward by the Association if the matter was introduced through the Tariff Commission. It seemed that the Tariff Commission could only hear those who were interested as manufacturers or those who were about to become manufacturers of any particular article. As the Association was neither one nor the other it devolved upon the Minister for Finance to suggest some other way out of the difficulty. Another matter that had engaged the attention of the Association was the unnecessary and wasteful sampling of imported articles by the revenue authorities. Their members complained that from time to time samples were taken from consignments quite out of proportion to the requirements of the Department. The Association had made representations with regard to that particular grievance, and they had reason to believe that the authorities had taken a more sensible view. Speaking with regard to discounts to guilds and co-operative societies and medical benefit societies, rule eleven of the Association gave a member a considerable latitude. But so far as the Committee could see, those people who looked for these discounts were really not entitled to them; and if they would only look at the matter from a purely business point of view it had a most demoralising effect upon business. Chemists were the only traders, he thought, who now did that sort of thing. Members should realise that it would be for the good of all concerned if they stopped it. He was sorry that there were not more present that night to indicate their interest in what was going on. He thought that if the work was being well done it was the duty of those who benefited from that work to attend and show by their presence that they appreciated what was being done. The Committee felt that it was up to their members to act loyally according to the rules. The Committee would be slow to expel a member. But things had cropped up from time to time to show that the only way that would really bring a delinquent to his senses would be to direct his expulsion from the Association. They had not, un-

fortunately, been able to have what he might call a really proper reunion of members of the Association. Their last venture in regard to an annual dinner was not one that encouraged the Committee. He would like those present again to give the subject their consideration; the Association was in a very satisfactory position indeed; and he was glad he could hand it over to his successor in the chair with an increase of membership, and with the funds in a quite satisfactory condition.

The retiring members of the Committee, Dr. J. A. Mitchell, Dr. A. J. Barnes, Dr. Wm. Hopkins Ashmore, Messrs. W. R. Morris, John Smith, Andrew Farrington and Arthur Pitt (Waterford), were re-elected.

Mr. WARWICK said he had great pleasure in proposing a vote of thanks to the president for the work he had done over so many years.

Mr. CAHILL seconded the vote of thanks, which was passed unanimously, and the president suitably replied.

ELECTION OF OFFICERS

At a meeting of the Committee subsequently held Mr. H. J. Sumner was elected *President*, Mr. J. T. Dwyer *Vice-President*, Mr. McLean Lee was re-elected *Treasurer*, and Mr. R. E. Campbell *Auditor*.

Proprietary Articles Trade Association

THE quarterly meeting of the Council of the Proprietary Articles Trade Association was held in London on October 13, the President (Mr. F. J. Smith) in the chair. There was a full attendance.

The late Sir William Glyn-Jones.—The President stated that the Council met in the saddest and most painful circumstances in the history of the Association—he referred to the passing of their founder and chief, Sir William Glyn-Jones. He was a man of ideals and of vision, who possessed the zeal and energy which transformed dreams into accomplishments. Sir William had established the Association on a firm foundation, and if it were to break up it would be due to assaults from within rather than from without. Their loyalty to their founder, their appreciation of his services, and their tribute to his memory could best be shown by the constant endeavour to carry on unimpaired the work with which he had been identified. Following the president, Mr. Keall, Mr. Pickard, Mr. Ratcliffe, Mr. Milner, Mr. Rowsell, Mr. Birks, Mr. Higgs, Dr. Barnes and Dr. Coull spoke. Each testified to Sir William's great qualities and achievements. The president then moved a resolution recording the immeasurable loss sustained by pharmacy and the drug trade through the death of Sir William Glyn-Jones, and expressing sympathy with Lady Glyn-Jones and her family. The principal passage is as follows: "It will never be forgotten that the price-maintenance system of the P.A.T.A., established by Sir William Glyn-Jones, has been of incalculable material benefit to the whole of the trade, and that on this account alone is due to the founder of the Association a debt which can never be repaid. The Council desire also to record their appreciation of the services rendered by Sir William Glyn-Jones to the country and to pharmacy in spheres that stretched far beyond the work of this Association—at the Bar, as chief officer of the Pharmaceutical Society, in Parliament, and in other departments of public life." The resolution was passed in silence, all standing.

Executive Committee's Report.—The Council considered in detail the report of the Executive Committee covering the past three months. The report stated that arrangements for propaganda meetings among retail members during the autumn and winter had been made—the object of those meetings being to make better known the price-maintenance activities of the Association. Important facts relative to the tracings of cutters' supplies were submitted. The report was adopted.

Secretary's Report.—A detailed report on the cases of cutting dealt with during the past three months, and the investigations which had been made during that period, together with the results achieved, was presented by the general secretary. The Council expressed complete satisfaction with the report.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

RHYCOL Co., LTD. (P.C.).—Capital £200. Objects: To carry on the business of chemists and druggists, etc. The directors are:—M. H. Wyse, 32 Charing Cross, Whitehall, S.W., and A. F. Chick, Brown Beeches, Shenfield, Essex.

LITTLE'S ORIENTAL BALM, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of wholesale and retail chemists, sole concessionaires for pharmaceutical and medical preparations, druggists, druggists' sundriesmen, etc. The directors are: P. S. Coath, W. H. Chadwick.

W. P. ELLISON, LTD. (P.C.).—Capital £400. Objects: To carry on the business of manufacturing or dispensing chemists, druggists, drysalters, oil and colourmen, etc. The directors are: W. P. Ellison, Mrs. J. Ellison, and G. G. Jamieson. R.O.: 303 Northborough Road, Norbury, S.W.

PROCESS DEVELOPMENTS Co., LTD. (P.C.).—Capital £1,000 in 1s. shares. Objects: To acquire any patent or process for refining, separating and purifying mineral, vegetable and other oils, etc. Permanent directors: Lt.-Col. W. A. Bristow and Capt. W. M. Robson. R.O.: 39 Grosvenor Place, S.W.1.

J. DALBY & Co. (BLOSSOM), LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of a soap manufacturer carried on by J. Dalby at Bradford, and to adopt an agreement between J. Dalby and G. Holt. The subscribers are: J. Dalby and A. Hardy. R.O.: Blossom Works, Dudley Hill Road, Undercliffe, Bradford.

U-NO-IT-SOAP Co., LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a dealer in soaps and cleansers carried on by A. H. Davies at 14-15 Coleman Street, E.C.2, including the registered trade mark "U-no-it." The directors are: A. J. Mathews, W. A. Shipley and J. Woodman-Smith. Solicitors: Baylis, Pearce & Co., 116 Fore Street, E.C.

PHOTO FINISHERS (SHEFFIELD), LTD. (P.C.).—Capital £3,000 in £1 shares. Objects: To carry on the business of printers, photographers, photographic printers, photo lithographers, and finishers, dealers in photographic apparatus and materials, artists, designers, etc. The directors are: G. W. McIntosh, J. Christie, and H. Mottershaw. R.O.: Cherry Tree Works, Union Road, Sheffield.

WILLIAM LENNOX & Co., LTD. (P.C.).—Capital £500 in £1 shares. Objects: To acquire the business now carried on at Strand Street, Skerries, Dublin, as William Lennox, and to carry on the business of druggists, oil and colour merchants, etc. The directors are: W. Lennox, Strand Street, Skerries, co. Dublin, managing director, Annie Lennox, Strand Street, Skerries, co. Dublin, and A. McDermott, 76 Dame Street, Dublin.

ROLLS RAZOR (1927) was registered as a public company on October 11, with a nominal capital of £200,000 (150,000 ten per cent. preferred ordinary of £1 and 1,000,000 deferred of 1s.), to adopt an agreement with Rolls Razor, Ltd., and to carry on the business of manufacturers of and dealers in razors, razor-sharpening apparatus, etc. Subscribers: G. W. Waspe, A. Morrison, and five others. Solicitors: J. D. Langton and Passmore, 111 Old Broad Street, E.C.

LANGMAN, LTD. (P.C.).—Capital £1,000 in £1 shares. Objects: To acquire the business of pharmaceutical and dispensing chemists and druggists, patent-medicine vendors and dealers in proprietary articles, electrical, chemical, photographic, surgical and scientific apparatus and utensils carried on by Middleton & Co., Ltd., at Station Street, Saltburn-by-the-Sea. The first directors are: H. B. Langman, 2 Station Street, Saltburn-by-the-Sea, pharmacist; Mrs. M. E. Langman, 2 Station Street, Saltburn-by-the-Sea; and J. E. Lunn, "Lea Ridge," Occupation Road, Lindley, Huddersfield, architect. R.O.: 2 Station Street, Saltburn-by-the-Sea, Yorks.

GILLETTE RAZOR Co.—A dividend of \$1½ per share on the Common shares for the quarter ended November 30 has been declared.

IMPERIAL CHEMICAL INDUSTRIES, LTD.—The directors have declared an interim dividend on the ordinary shares for the year ending December 31, 1927, at the rate of 3 per cent. actual, less tax.

JOSEPH NATHAN & Co., LTD., announce that Mr. L. J. Nathan, the chairman of the company, has resigned from the board on account of continued ill-health. Mr. Alec. Nathan (the deputy-chairman) has been elected chairman in his place.

CORBYN, STACEY & Co., LTD.—In the Companies Winding-up Court, on October 18, Mr. Justice Romer heard a petition by Henderson & Liddell, Ltd., creditors for £84 in respect of goods sold and delivered for the compulsory liquidation of Corbyn, Stacey & Co., Ltd. There was no opposition, and his lordship made the usual compulsory order.

SADLER & Co., LTD.—The report for the year ending June 30, 1927, states that the coal strike had a very marked effect on the year's working, and for over six months tar works were practically without supplies. The profit, after charging income tax, interest on prepaid shares and directors' and auditors' fees, amounts to £534; adding transfer from reserve for taxation contingencies, £13,000, and balance brought from last year, £5,037, gives £18,571. The directors have set aside for depreciation £3,500, and propose a final dividend of 4 per cent., less tax, making 7 per cent., carrying forward £5,605.

Private Arrangement

Re Henry Davis, pharmacist, 101, Mitcham Lane, Streatham, London, S.W.16, and 137, Cornwall Road, London, S.W.2.—In response to a circular issued by Batten & Whited, solicitors, Peterborough, a meeting of the creditors was held on October 14, at the Cannon Street Hotel, London, E.C., when Mr. J. H. Bouch, of Francis, Nicholls, White & Co., was elected to the chair. Mr. Parkin S. Booth, of the Association of Manufacturing Chemists, Kimberley House, Holborn Viaduct, E.C., submitted a statement of affairs which showed ranking liabilities of £1,477 16s. 3d., made up as follows: Trade creditors, £1,391 11s. 7d.; sundry creditors, £36 5s. 1d., and cash creditor, £50. In addition, there were mortgage creditors totalling £257, holding securities valued at a similar amount. There was also a fully secured creditor for £75, who held security valued at £125. The assets consisted of: Cash at bank, £2 6s. 10d.; cash in hand, £3 5s. 6d.; stock at 101 Mitcham Lane, £450; stock at 137 Cornwall Road, £275; fixtures and fittings, £165; good book debts, £5 8s.; and surplus from secured creditor, £50, making a total of £951 0s. 4d. After allowing £13 14s. 9d. for preferential claims, the net assets were £937 5s. 7d., or a deficiency of £540 10s. 8d. In answer to a question, it was stated that no offer could be submitted, and it was unanimously decided to confirm the deed of assignment already executed to Mr. Booth and Mr. J. Stephenson, of Stephenson, Smart & Co., I.A., 78 Old Broad Street, E.C., as trustees. A committee was also appointed consisting of the chairman and the representatives of Newbery & Sons, Ltd., and The British Drug Houses, Ltd. The following are among the creditors: Allen & Hanburys, Ltd., £42; Anglo-American Oil Co., Ltd., £11; Barclay & Sons, Ltd., £43; Berton (Arthur), Ltd., £71; British Drug Houses, Ltd. (The), £115; Butler & Crispe, £135; Castle Huskisson, Ltd., £17; Christy (T.) & Co., Ltd., £18; Cupal, Ltd., £18; Cuxson, Gerrard & Co., Ltd., £26; Erasmic, Ltd., £10; Gibbs (D. & W.), Ltd., £11; Grossmith & Co., Ltd., £19; International Chemical Co., £27; Kerfoot (T.) & Co., £10; Kolynos, Ltd., £10; Meggeson & Co., Ltd., £12; Milton Proprietary, Ltd., £15; Newbery (F.) & Sons, Ltd., £232; Palmolive Co., Ltd., £13; Parke, Davis & Co., £11; Proprietary Agencies, Ltd., £11; Pond's Extract Co., £10; Reuter (R. J.) Co., Ltd., £10; Saltrates, Ltd., £10; Sawyer & Co., £122; Scott & Bowne, Ltd., £10; Speedy D. & P. Service, £22; Veno Drug Co., £13; Virol, Ltd., £16; West Surrey Central Dairy Co., Ltd., £14; Yeast Vite, Ltd., £10; T.N. Photographic Co., £17.

The Modern Shop Front

An essential point in regard to the business premises of the chemist to-day is that the outward and visible signs of the business shall be in keeping with the nature of the trade carried on, and of a quality in proportion to the class of customer catered for in the district in which the shop is situated. The effect of a well-arranged window display of proprietary goods, toilet accessories, and so on, may be very easily marred by an inferior quality shop front; while, on the other hand, a simple window dressing, containing one or two exclusive items in a suitable setting, framed in highly polished oak or



mahogany, may be quite sufficient to impress passers-by with the quality of the products and of the service to be obtained in the shop, and also to convince them of the up-to-date character of the business.

Some retail chemists who have not watched the trends in shop design and construction, and who are not *au fait* with the tremendous strides which have been made of recent years in this direction, may still be of opinion that the shop front is merely a frame for the window, with space provided at the top and bottom for the owner's name, and that it is the quality of the goods that matter rather than the outside appearance of the shop; but the closer study of the subject reveals the fact that this particular section of the retailer's premises has a potent effect upon trade, as, for one thing, it provides the retailer with a tangible means not only of emphasising the quality of his goods but also of demonstrating the class of trade for which he caters. There are still retail chemists, especially among those in a smaller way of business, who seem to think that the renovation of the shop front is merely a job for a local builder and decorator; but a study of the small chemist's needs has been made by firms specialising in shop design and layout, and the small trader, no less than his bigger competitors, has ample opportunity for consulting the specialist, and of placing his shop-front renovations in expert hands.

With the ever-increasing number of attractive shop fronts which are being erected to-day, it is surprising to notice the never-ending variety of architectural styles which are being applied, and to observe how almost every new shop front erected contains

some improvements on its progenitors. In practically all of them, too, something characteristic of the business, or features of an essentially individual type, are introduced. The specialist is becoming more and more a vital factor in shop design and construction, and, under modern conditions, it has become essential that he shall work in close touch with the shopfitter, the ferro-concrete expert, the steelwork producer, and the lighting, heating, ventilating and flooring specialists. The construction of a modern shop calls, indeed, for the employment of specialists in all directions; but, fortunately for the chemist, he is not under the painful necessity of consulting each of them in turn. It is for the shopfitter to whom he entrusts the erection of his shop front, or the lay-out of his interior, to carry out this part of the business.

It is not an exaggeration to say that the first consideration when the erection of a shop front is being considered is the class of customer for which the chemist mainly caters. The next point is the architectural surroundings. The front must be of a type which is adapted to attract the majority of the local population, and it must blend to a reasonable extent with the remainder of the façade. A treatment which would be suitable in a working-class or industrial quarter would not give satisfaction in a high-class residential district, and vice versa. Similarly, the shop front erected in a modern commercial district would be rather different from one carried out for an old-style building in the precincts of a cathedral. Bronze-metal, which has become so popular as a framing material for the expensive fronts and windows introduced into so many shops to-day, is not applied so universally to chemists' shop fronts. Wood is still considered to be more in keeping with the less showy and more dignified treatment which is needed for the exterior of the modern chemist's shop. For the stall-riser—the section between the window base and the ground—granite is the most suitable and, incidentally, the most durable material, the emerald-pearl variety being particularly popular. Marble may be preferable in certain cases, but it loses its colour after some years of exposure. There are instances, too, in which plain brick or stonework, or even wood panelling is to be recommended. The question of centre or side entrance is a matter which depends mainly upon the width of the frontage. Where it has a reasonably wide span, a central entrance is generally to be recommended, and, of course, in a district where window display occupies an important place in the retail chemist's selling schemes the double window shop front has obvious advantages. In the accompanying illustrations three very different examples of modern chemists' shop fronts are shown; two of these were designed and carried out by S. Maw, Son & Sons, Ltd., Aldersgate Street, London, E.C.1, who have loaned the photographs for the purposes of this article.



The first is that of Mr. R. Woolby Brooke, Gloucester Road, London, S.W.7. This business is situated in a high-class district, where the chemist is visited primarily in his professional capacity. This shop front is carried out in mahogany and granite in a style which reflects the high-class character of the business. At the sides of the window and lobby are daintily fluted pilasters ornamented with mouldings at the top, and again on a level with the transom over the door. The fascia board is of dark mahogany, with plates in natural mahogany, the name and numerals being in neat black lettering. The window enclosure and base are also of mahogany, the

window riser (the sloping front of the base) being fitted with a neat board bearing the trade designation in the same materials and design as the fascia. It is significant that no window display is used, the space being occupied solely by a carboy on a pedestal and two framed showcards. An ingenious method of unobtrusive illumination is introduced in the form of strip-lights inserted

in a recess in the enclosure on either side of the obscured embossed plate-glass centre. This light reflected on to the coloured water in the carboy has a pleasing and somewhat mysterious effect.

The second illustration is of a shop front carried out on modern lines for Mr. E. A. Barton, Palmer's Green, N.15. In this case, oak is used in conjunction with granite risers, and the incised fascia was allowed to remain. The window is lighted on modern lines by means of reflectors at transom height. One carboy is placed over the transom in each window, and a good idea of the nature of the trade carried on in the shop is conveyed by the well-packed windows. For shops occupying a corner site, it is a general custom to-day to have the entrance to the premises actually on the corner. This has many advantages; for one thing, it

provides a means of attracting into the shop potential customers coming from several directions, and the fact that the windows face in two directions affords facilities for drawing a greater number of people towards the display. The treatment of the corner will naturally depend to a great extent upon the architectural design of the exterior, and upon the general surroundings of the building. The nature of the side street must be taken into consideration. If it is a small, narrow street or a cul-de-sac, it may be advisable to have a display window on the corner, and the entrance facing the main street. Short, unimportant streets do not attract a lot

of foot traffic, and a narrow side street does not always provide a suitable setting for an imposing corner entrance. In such cases, therefore, a doorway facing the general stream of passers-by will often prove more satisfactory.

In the third illustration is shown an excellent example of a corner shop front. These are the premises of W. H. Dixon & Sons, Ltd., East Grinstead, a town of



old associations of which the particular building in which this shop front was erected is representative. The work was carried out by Samuel Haskins & Brothers, Ltd., Walthamstow, in mahogany, painted a Georgian green, a finish which brought the shop front into harmony with the building as a whole. The stall-risers are of marble, the large panels being of sienna, and the skirting of verte antique to blend with the general colour scheme. It is inevitable that premises situated on a corner site shall receive considerably more public attention than those which form part of a run of shops; and, for this reason, the chemist who happens to be so fortunately situated should make the best of the opportunities at his disposal for attracting customers. In such a position, it is more than ever imperative that the shop front shall be kept in perfect condition.

Recent Patents

Abstracts of specifications of recently-granted patents for inventions. The complete specification (1s. each including postage) of any British patent can be obtained from the Patent Office, 25 Southampton Buildings, London, W.C.2, on quoting the name of the patentee and the number of the patent.

Synthetic Camphor.—The manufacture of synthetic camphor by the interaction of organic acids and turpentine, using as solvents simple hydrocarbons, e.g., toluene, benzene. (L. Darrasse, Paris. 253,542.)

Anæsthetic.—The manufacture of an anæsthetic having properties similar to cocaine, but less toxic, by heating α - α' -dimethyl- γ -hydroxy-piperidine- β -carboxylic acid with benzoyl chloride. (I. G. Farbenindustrie. 271,467.)

Artificial Filter Stones.—A manufacture of artificial filter stones by mixing stony raw material with a phenolic body and an aldehyde, moulding under pressure, and heating. (Schumacher'sche Fabrik, Stuttgart. 251,965.)

Fermentation.—A process of alcoholic fermentation which is carried out in the presence of peroxides of organic acids (e.g., benzoyl peroxide) with or without addition of a nutritive medium. (J. van Loon. 248,373.)

Pine Extract.—A process for the manufacture of pine extract consisting in distilling pine needle oil and alcohol, with the addition to the distillate of fluorescein or other colouring matter. (I. Danischewsky, London. 271,555.)

Perfumed Novelties

A new type of dry perfumes has recently been evolved (says "La Parfumerie Moderne"), which consists of fragrant floral waxes of great concentration, a slight touch with the finger-tip providing sufficient of the wax to perfume the desired object. The perfume is packed in decorated galalith boxes of various models. Another perfumed novelty has recently been patented which is in the form of a necklet. This consists of amber, jade, ivory or other costly material, with or without a pendant. The perfume, which may be contained within the pendant, may be either in a dry or concentrate form. Where no pendant is attached, the perfume is contained within the largest bead. A considerable vogue is predicted for these articles.

COATES & COOPER, 41 Great Tower Street, London, E.C.3, inform us that they are prepared to forward Reed & Carnrick's "Medical Pocket Quarterly" to C. & D. subscribers who are interested in this class of publication.

FIFTY YEARS' SERVICE.—On September 28 Mr. John Bairstow, J.P., chairman of the Dee Oil Co., Ltd., Exchange Buildings, Liverpool, presented Mr. W. V. Taylor with a gold watch and chain in commemoration of fifty years' service with the company. [Corrected note.]

Pharmaceutical Society of Great Britain

Examination Results

The following are the results of the Pharmaceutical Society's examinations held in Edinburgh October 1927:—

	No.	PRELIMINARY SCIENTIFIC				CHEMIST AND DRUGGIST QUALIFYING			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for whole examination ..	3	1	2	—	—	—	—	—	—
Entered for C. & D., and referred subject in Prelim. Sc. ..	2	—	—	—	2	1	1	—	—
Entered for Prelim. Sc. only ..	47	5	7	12	23	—	—	—	—
Referred subject in Prelim. Sc. only ..	35	2	—	2	31	—	—	—	—
Entered for C. & D. only ..	59	—	—	—	—	4	6	19	30
Referred subject in C. & D. ..	50	—	—	—	—	—	—	13	37
	196	8	9	14	56	5	7	32	67

Referred in one subject:—Botany, 7; chemistry, 7; physics, 0; pharmacognosy, 0; pharmacy, 31; pharmaceutical chemistry, 1; forensic pharmacy, 0; total, 46.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners, have been registered as chemists and druggists:—

Arthur, E., Glasgow	Macdonald, M. F., Nairn
Barclay, Ann C., Aberdeen	Macdonald, W. J., Nairn
Barron, W., Keith	McLaren, G. M., Glasgow
Begg, F. J. S., Edinburgh	McPherson, J., Barrhead
Blackwood, H. D., Glasgow	Mason, A. C. A., Dumfries
Bowman, J., Girvan	Morrison, J., Fyvie
Bowman, R., Cockermouth	Murray, Netta E. B., Burntisland
Bremner, G., Wick	Needham, H., Rotherham
Brown, G. T., S. Shields	Orkney, A., Edinburgh
Cameron, W., Wishaw	Parry, H. H., Pwllheli
Campbell, C., Aberdeen	Peake, B. M., Sunderland
Carr, F. J., S. Shields	Peter, Helen M., Kirkin-tilloch
Clough, Florrie, Glasgow	Peterkin, G. S., Portsoy
Cook, A., Lochgelly	Price, R. J., Liverpool
Duguid, A. S., Aberdeen	Renwick, R., Lauder
Duncan, W., Edinburgh	Richmond, W. A., Greenock
Duthie, B. T., Glasgow	Robertson, C. W., Barrow
Falder, A. N., Penrith	Runcie, W., Cullen
Garner, A. R., Sheffield	Shewan, G., Aberdeen
Gibson, J., Dundee	Shirras, E., Auchanblae
Gibson, W., Newcastle	Sliman, J. A., Glasgow
Graham, D. M., Invergordon	Snow, A. C., Bridlington
Hargreaves, J. B., Bolton	Stark, J. V., Gatehouse
Haste, W. A., Harrogate	Thompson, G. R., Carlisle
Horrocks, H. V., Bradford	Waddington, Cicely, Bradford
Hutcheson, D. R., Slateford	Watson, R. B., Elgin
Johnson, F., Harrogate	Watt, M. A., Aberdeen
Johnson, J. W., Lemington-on-Tyne	Watters, W., Glasgow
Johnson, R. S., Scalloway	Welsh, J. T., Musselburgh
Lambert, J. B., Keighley	Wilson, F. C., Bradford
Leith, H. M., Portsoy	Wilson, H., Willington
Leithhead, Agnes M., Dunkeld	Wilson, W. H. F., Had-dington
Lowes, H. L., Horden	Work, K. F., Withernsea
	Worthington, A. E., Lytham

Associations' Winter Session

Birkenhead.—The opening meeting of the session of the Birkenhead and Wirral Pharmacists' Association was held on October 12. A hot-pot supper preceded the business of the evening. At the conclusion of the supper the president (Mr. Bernard J. Cooper) took the chair and introduced Mr. Moreton Parry. Mr. Parry's remarks were directed mainly to the younger members present, particularly the students. He said that, for educational purposes, it was necessary that the younger men and women should be brought more into touch with older pharmacists. The Society were doing all they could to protect students from wrong teaching by controlling the schools of pharmacy. He had been accorded the privilege of going through the examination rooms, and could say that the examining board was well worthy of the position. With regard to the study of botany, he thought the teaching of some of the schools needed bringing more up to date, more physiological than morphological work being required. On the subject of legislation, Mr. Parry said he felt that the Departmental Committee had tackled a big job, but was confident that the Society would come out honourably. If we were to retain our National Health service, we must fight on until we win. Mr. C. W. Cooke, in proposing a vote of thanks to Mr. Parry, tendered the congratulations of the members upon his rise to the position of vice-president of the Society. Mr. Parry, in acknowledging the vote of thanks, said that the Society was doing work of national importance in the research laboratory, and it was a duty of members to see that the hall-mark of the Society was on all "standardised" preparations used by them.

Edinburgh.—A meeting of the executive council of the Scottish Pharmaceutical Federation was held in Edinburgh on October 6, Mr. Alex. A. Dick occupying the chair. The other members of the executive council present were Messrs. P. M. Duff, W. S. Brown and Alex. Murray, Glasgow; R. Alexander, Stricken; James Duff, Dundee; J. H. Fisher, Dunfermline; B. Cartwright, Galashiels; W. G. McNab, Gorebridge; W. S. Culbert, Airdrie; Wm. Ferguson, Motherwell; and T. L. Sinclair, Greenock. Seven applications for membership were submitted and passed. Among other matters, the following were dealt with:—A claim by a member against an education authority in connection with a charge made for a Winchester quart of cod-liver oil, the charge being disputed by the authority. A proposal for settling the matter was suggested. Indemnity claim against a member for an error in dispensing whereby a customer was seriously ill through poisoning. It was reported that this claim had been settled by the Federation's insurance company for £240. Further correspondence with the Scottish Board of Health in connection with doctors holding consultations in chemists' shops was read.

Salford.—The opening meeting of the session 1927-28 of the Salford Pharmacists' Association took place on October 13. In the absence of the president (Mr. John H. Harrop, Ph.C.), Mr. L. G. Blore opened the meeting by calling on Mr. E. H. Simmons, a member of the Law Committee of the Pharmaceutical Society, to address the members present. Mr. Simmons gave a lucid outline of *Laws Governing the Conduct of Pharmacy*, dealing in turn with the Pharmacy Acts, Dangerous Drugs Regulations, the Labelling of Poisons Order, National Health Insurance, and medicine-stamp duties. This led to a lively discussion among the members, and Mr. H. Howarth, of the Manchester Insurance Committee, who was present, also spoke. The meeting ended with a vote of thanks to Mr. Simmons and cordial recognition of Mr. Howarth's presence and remarks.

Walthamstow.—The annual meeting of the Walthamstow and District Pharmaceutical Association was held on October 5, Mr. A. M. Brown (president) in the chair. All the officers were re-elected. Mr. Edmund Willcocks, chemist and druggist, entertained the members to a cinema display, having brought with him a Ciné projector and some spools of film taken by himself at the London Chemists' Sports, Barnet, in 1925. Mr. Williams was thanked for his interesting exhibition.

Trade Notes

OLIVBYN is a nutrient food, of which the proprietors are W. E. Taylor & Co., 27 Cadogan Street, Glasgow.

A NEW SIZE of compact powder is being introduced by Morry Frères, Ltd., 6 New Burlington Street, London, W.

FUMO-TARACINE.—A vaporiser is given with every bottle of Fumo-Taracine, reference to which is made elsewhere in this issue by The Coal By-Products Co., Ltd., 112 High Holborn, London, W.C.1.

GLASSWARE.—Mr. H. J. Poulten, glassblower, 47A Reginald Road, Forest Gate, London, E.7, invites inquiries from wholesalers and exporters in respect of scientific, medical and surgical glassware.

SPANISH LIQUORICE, in convenient packings, produced by the Agricola Industrial Navarra S.A., is offered for immediate delivery, with a guarantee of purity, by Honeywill Bros., Ltd., 79 Mark Lane, London, E.C.3.

WINDOW-DRESSING AWARDS.—The names and addresses of the prize-winners in the window-dressing competition organised by Dubarry et Cie, 81 Brompton Road, London, S.W., are given in the advertisement pages of this issue.

G. H. GLEDHILL & SONS, LTD., Trinity Works, Halifax, have taken over the business of the Deskette Novelty Manufacturing Company, and can now deal with requirements for that useful desk companion and message recorder.

THOMAS KERFOOT & CO., LTD., Bardsley Vale, Bardsley, have sent us a copy of their illustrated booklet dealing with the pastilles of their manufacture and giving particulars of the window display for "Emulsion" anti-septic throat pastilles.

LEICHNER'S COSMETICS.—Owing to the greatly increased demand for the general cosmetics (as distinct from purely theatrical lines) of L. Leichner, 27 Harcourt Street, Marylebone, London, W.1, the firm has appointed Thomas Christy & Co., 4 Old Swan Lane, E.C.4, as distributors to the drug trade.

MR. LOUIS MERCK, one of the partners of E. Merck, Chemical Works, Darmstadt, and Mr. B. Pfothenhauer, general manager, are arriving in London on October 24 on a brief business visit to this country. Any communications for Mr. Merck should be addressed c/o H. R. Napp, Ltd., 3 & 4 Clement's Inn, London, W.C.2.

MCCOY COD-LIVER EXTRACT TABLETS.—We have had before us a series of photographs and radiographs showing marked progress made by children who, when first observed, showed typical symptoms of rickets. The medicament used in these cases was McCoy's Cod-Liver Extract Tablets (McCoy's Laboratories, Ltd., Westwick Street, Norwich); and laboratory experiments with rats carried out over an extended period give comparable results.

VITANOVA.—In view of the importance attached to vitamin-containing preparations, both in scientific and lay circles, chemists will be particularly interested in a new product which is being introduced by Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1. Sold under the name Vitanova cod-liver oil, the properties of this article are that though pure Lofoten cod-liver oil, it is devoid of disagreeable after-taste and smell, while the vitamin content remains unaffected.

VINOLIA CHYPRE SERIES.—Already the trend of public thought is moving in the direction of Christmas buying, so that a reference to the chypre series—soap, powder, perfume—of Vinolia Co., Ltd., Bebington, Cheshire, is of topical interest. These articles are in composition identical with those of last year, but are now packed in a blue "marvelour" paper, which enhances their attractiveness. The products are available either as presentation boxes, in four different combinations (e.g., one bottle of perfume and one of soap; one perfume, one powder, two soap), or the components may be purchased separately. The perfume is also supplied in test-tube display boxes of six.

Trade-marks Applied for

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1926, p. 309.

(From "The Trade-marks Journal," October 5, 1927.)

- Device of ring and five stars; for chemicals (2), medicinal chemicals (3), and for perfumery, etc. (48). By Standard Oil Co., Constable Hook, Bayonne, New Jersey, U.S.A. 478,249/250/252. (Associated.)
- "BIS-U-MINT"; for medicines containing peppermint for stomach ailments (3). By The Gold Seal Proprietaries, Ltd., 20 Pump Pail, Croydon. 481,011.
- "ZAL-DAK"; for antiseptic medicated preparations (3), and for soap and dentifrices (48). "KAN-DAK"; for laboratory cleaning preparations (47). By Super Products, Ltd., 100B Palatine Road, Blackpool. 483,270/272/271. (Associated.)
- "YEASTIRIN"; for yeast preparations (3). By F. E. Roberts, 13 Osnaburgh Street, London, N.W.1. 483,704.
- "SOLORIENS BRAND" and "COMITAS BRAND"; for medicinal chemicals (3). By H. R. Napp, Ltd., 3 and 4 Clement's Inn, London, W.C.2. 483,757/758.
- "APEX"; for inhalants (3). By T. Kerfoot & Co., Ltd., Bardsley Vale Mills, Lancashire. 483,780. (Associated.)
- "SHELLACON"; for instruments for the aid of deaf persons (11). By General Acoustics, Ltd., 77 Wigmore Street, London, W.1. 481,405.
- "THERMEGA"; for surgical apparatus, etc. (11). By A. K. Watson and R. Millbourn, 94 Petty France, Westminster. S.W.1. 482,596.
- "PHELTOS"; for medical belts, etc. (11). By Tubbs, Lewis & Co., Ltd., 29 Noble Street, Falcon Square, London, E.C.2. 483,816. (Associated.)
- "REXALL"; for food substances (42). By The United Drug Co., Ltd., Waterway Street, Nottingham. 476,753.
- "STRENFOS"; for all goods (44). By Cowburns, Oldhall Street, Burnley. 483,232.
- "IDORANJIS"; for mineral waters, etc. (44). By Idris & Co., Ltd., 120 Pratt Street, Camden Town, London, N.W.1. 483,821. (Associated.)
- "ISKEY"; for mineral waters, etc. (44). By R. White & Sons, Ltd., 143 Neate Street, Camberwell, S.E.5. 483,929.
- "AU REVOIR" and "ATKINSONS" on circular device ("Atkinsons" disclaimed); for perfumery, etc. (48). By J. & E. Atkinson, Ltd., 24 Old Bond Street, London, W.1. 482,976. (Associated.)

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Tuesday, October 25

Birmingham Pharmaceutical Association, Imperial Hotel, Temple Street, at 9.15 p.m. Annual meeting.

Pharmaceutical Society of Great Britain (North Metropolitan Branch), Branch Library, Manor Gardens, Holloway, N.7, at 8.30 p.m. Annual meeting. This will be followed by a talk by Mr. Herbert Skinner, Ph.C. (President of the Pharmaceutical Society), on "Some Notes on Pharmacy in Canada and U.S.A."

Wednesday, October 26

Pharmaceutical Society of Great Britain, Blossom's Hotel, Chester, at 3 p.m. District meeting of branches. Addresses by Mr. T. Marns (Member of Council) and Mr. F. Brownie, F.I.C. (Secretary of Science Committee), on matters relating to the Society's activities.

Pharmaceutical Society of Great Britain (Chesterfield and Mansfield Branch), Blackshaw's Café, High Street, at 3 p.m. Address by Mr. J. T. Humphrey (Member of Council). After tea, annual meeting of the local branch of the Retail Pharmacists' Union.

Thursday, October 27

Pharmaceutical Society of Great Britain (West Metropolitan Branch), Slater's Restaurant, 192 Oxford Street, W.1. Meeting.

Federation of Ucalites, at the Great Central Hotel, Marylebone, London N.W., at 6.30 p.m. Annual dinner and dance. Tickets (9s. 6d. each) from Mr. G. W. Evans, 4 and 6 Keith Grove, Shepherd's Bush, W.12.

Friday, October 28

Pharmaceutical Society of Great Britain (Cheltenham Branch), Gloucestershire Dairy Café, 2 Promenade, at 8.30 p.m. Alderman W. Deacon, Chemist and Druggist (Mayor of Bridgwater), on "X-Rays: Their Mystery and Use."

Births

Notices for insertion in this column must be properly authenticated.

WINTON.—At St. Luke's International Hospital, Tokio, on September 10, the wife of H. M. Winton, M.P.S., representative in Japan for Eli Lilly & Co., manufacturing chemists, Indianapolis, U.S.A., of a son.

Deaths

ASHFORD.—At Northampton, on October 16, Laura Ann Ashford, widow of the late Mr. Evan C. Ashford, chemist and druggist, and mother of Councillor F. C. Ashford, M.P.S., aged eighty-one.

BROWN.—At Croydon Hospital, on October 12, from injuries received in a motor-cycle accident, Wallace Bartley, younger son of Mr. George Brown (Evans Sons Lescher & Webb, Ltd.), "Woodhayes," Beckenham Road, West Wickham.

COLLINS.—At Liverpool, on October 6, Mr. Joseph Coupland Collins, chemist and druggist, aged fifty-eight.

DUNN.—At 10 Horseley Fields, Wolverhampton, on October 15, Edith, the dearly loved wife of Mr. W. R. Dunn, M.P.S.

HARRIS.—At Kingston Hill, Surrey, on October 14, Mr. George Harris, chemist and druggist, aged seventy. Mr. Harris carried on business at Kingston Hill for twenty-five years. A month ago he removed from the corner of Kingston Hill and Park Road to new premises in London Road, and although not in good health, carried on the pharmacy till the end. Mr. Harris is survived by a widow, two sons and a daughter.

JACKSON.—In London, on October 12, following a motor accident, Mr. Benjamin Daydon Jackson, Ph.D., F.L.S., aged eighty-one. Dr. Jackson's name is inseparably associated with the Index Kewensis, in the compilation of which he was engaged for about fourteen years: the manuscript material for the index filled 178 boxes and weighed more than a ton. Dr. Jackson was secretary of the Linnean Society from 1880 to 1902, when he was appointed general secretary; and last year, on the occasion of his eightieth birthday, the Society was presented with his portrait. His published works include biographies of Bentham, Gerard, and William Turner.

MCCAY.—On October 16, after a few hours' illness, Mr. Robert McCay, Ph.C., Castlederg, co. Tyrone. Mr. McCay served his apprenticeship to Mr. John Beatty, Clones, and qualified in 1905. He was a P.M. of Lodge 788, Castlederg, and was one of the directors of the Castlederg Electric Lighting Co. Mr. McCay leaves a widow and family.

MILESTONE.—At Leeds, on October 8, Mr. Robert Milestone, chemist and druggist, aged eighty-eight.

POWELL.—At Christchurch, New Zealand, recently, Mr. Stephen Powell, elder surviving son of the late Mr. F. W. Powell (Duncan, Flockhart, Powell & Co., chemists, Leith).

SURSHAM.—At Golders Green, London, N.W., on October 5, Mr. Frederick Thomas Sursham, chemist and druggist, aged eighty-four.

WEST.—At Yolanda, Christchurch Road, Dartford, recently, Mr. Leonard Arthur West, chemist and druggist, aged thirty-six.

Business Changes

MR. J. E. CROWE, chemist and druggist, Doncaster, has taken into partnership Mr. M. J. Sewell, chemist and druggist.

MR. W. RIDDLE, chemist and druggist, Bittern Park Pharmacy, Manor Farm Road, Southampton, is opening a branch at 163 Bittern Road.

MR. A. R. GARNER, chemist and druggist, has acquired the Handsworth Road business of Mr. J. T. Appleton, chemist and druggist, Sheffield.

Personalities

COUNCILLOR PERCY KNOTT, chemist and druggist, deputy-mayor of Bolton, opened the new Lever Bridge at Bolton on October 12.

MR. W. B. FARADAY, of Bristol-Myers Co. (New York), has been appointed manager of the London office at 112 Cheapside, E.C., as from October 22.

MR. F. E. BURDETT, chemist and druggist (M. Rogerson & Son, Ltd., chemists), Bradford, lectured on "Pharmacy" before the local Rotary Club on September 30.

COUNCILLOR E. G. EDDY, M.B.E., managing director of B. Hepworth & Co., Ltd., manufacturing chemists, Kidderminster and Cleckheaton, is Mayor-elect of Kidderminster.

SIR WILLIAM JAMES LARKE, K.B.E., has been appointed by Order of Council to be a member of the Advisory Council to the Committee of the Privy Council for Scientific and Industrial Research.

COUNCILLOR ALBAN ATKIN, M.P.S., West End Lane, London, N.W.6, has been elected one of the trustees (on behalf of Hampstead Borough Council) of the King Edward Memorial Health Institute.

SIR JESSE BOOT, Bt., has presented a field thirteen acres in extent to Jersey for the use of school clubs, is also defraying the cost of laying out the playing grounds, and will subsidise the management.

CERTIFICATES OF NATURALISATION have been granted to M. Footerman, doctor of medicine, 62 Fordwych Road, Shoot-up-Hill, London, and to G. P. A. Lipp, manager of perfume works, 34 Cranley Gardens, Muswell Hill.

MR. A. E. COVERDALE, Ph.C., who is Mayor-elect of Worcester, is a native of Pickering, Yorkshire. Mr. Coverdale went to Worcester in 1903, and acquired the business of George & Welch, Broad Street, which he rapidly developed. He now has branches at Bath Road Corner, Bridge Street and St. John's, Worcester.

SIR JOHN BRUNNER has resigned his directorship of the Imperial Chemical Industries, Ltd., which was formed last year by the fusion of Brunner, Mond & Co., Nobel Industries, the United Alkali Co., and the British Dye-stuffs Corporation. We understand that his son—Mr. F. J. M. Brunner—has also resigned his seat on the subsidiary boards of Brunner, Mond & Co., Ltd., and Synthetic Ammonia & Nitrates, Ltd.

ALDERMAN DR. G. CLARIDGE DRUCE, Oxford, has presented the public library of his city with a copy of the revised edition of his "Flora of Oxfordshire." The Mayor, in drawing the attention of the City Council to the gift, pointed out that the first edition of the book was published in 1886, and that since the publication of Dr. Druce's "Flora of Berkshire," in 1897, and "Flora of Buckinghamshire," last year, his work on the flora of the area of the Upper Thames had been brought to some degree of completeness as a result of over half a century of persistent labour.

Deeds of Arrangement

GLASSCOCK, Frank G., High Street, Dovercourt, chemist and druggist. The following are creditors:—T. & H. Kirby, £21; J. Bell, Hills & Lucas, Ltd., £18; T. Guest & Co., Ltd., £20.

Information Department

INFORMATION WANTED

M/109. A.B.C. testing outfits for lime	BB/1810. Thymoturin
C/1110. Indian liniment	D/1810. Valerian ampoules (Chem. Res. Labs.)
M/1810. Slade's asthma cigarettes	CS/17100. White's imperial olive oil

INFORMATION SUPPLIED

Aloysius. BD/1710	Calmitol. W/1510
Bemax. SH/1810	"Red. White and Blue"
Belquin pills. AH/1710	Cologne. CS/1810

Observations and Reflections

By Xrayser III

A Proud Man

must Mr. Herbert Skinner have been on the occasion of the complimentary dinner which you reported in so charming a fashion (*C. & D.*, October 15, p. 487), but the massed tribute paid to him was no more than he has merited by long and faithful service to pharmacy. Never, surely, has any pharmacist made his way to the Society's presidential chair over more seemingly unsurmountable obstacles. I question also whether any former president has been accorded such a wealth of affectionate regard. That he may be able to keep "going on," as he put it, for a very long time will be the universal wish, not only of his own people, but of all others who truly care for the real progress of pharmacy.

Liquid Medicaments

will always, I imagine, be prescribed and dispensed by measures of volume in English-speaking countries, but I am not surprised to learn that great differences of opinion were manifested when discussion on this point arose at the International Pharmaceutical Federation meeting (*C. & D.*, October 15, p. 488). The alternative plan of weighing liquids as well as solids has persisted so long on the Continent that change to our method must appear inconceivable to foreign pharmacists. Harking back to the time when the metric system was introduced, we find that no provision was made then for anything approximating to our measures of capacity employed in dispensing medicines. It is readily comprehensible, therefore, how well established is the Continental method. But it is significant that potent liquid medicaments required in very small quantities are dropped from special pipettes, instead of being weighed, when ordered in foreign prescriptions. This exception to the Continental rule may lead in time to universal measuring of liquid medicaments in accordance with our old-established practice. As a concluding thought on this subject, I am trying to imagine what would happen if we were suddenly compelled to weigh all liquid medicaments ordered in prescriptions for insured persons!

Salaries

vary as a rule in accordance with the ability of employees to render the service required by employers, and that would appear to be the reason why advertisements for assistants do not often convey the information for which "Observator" pleads (*C. & D.*, October 15, p. 494). Every assistant is not equally competent and equally valuable to employers; similarly, all positions advertised are not equally valuable to assistants. Moreover, I should question the advisability of introducing into our business such trade-union methods as insist upon the same rates being paid to all workers, without any provision for encouraging special merit. Another correspondent impeaches the employment of assistants on a commission basis; but I should expect to find many assistants at variance with "Tactful" on this point. At the same time, he indicates undoubted evils of the commission-paying system, and the subject is one which merits close scrutiny.

Company Pharmacy

was undoubtedly at one time regarded as a development of our business which was not entirely respectable, and those legally qualified persons who enabled the companies to carry on business as chemists and druggists were somewhat looked down upon by the rest of the craft. But I had thought that the feeling mentioned by "Anonym" (*C. & D.*, October 15, p. 494) was mainly, if not entirely, a thing of the past. It is, of course, unfortunate that people who have no qualification beyond the possession of capital should be able to control pharmacies; but we have to recognise the fact that the British Legislature is indifferent to the question who furnishes the capital which enables our business to be carried on. I have often thought, however, that the qualified persons upon whom the limited

companies are dependent ought to combine in some way to make their influence felt, and it is a matter of surprise to me that no such scheme of a fully satisfactory nature has yet been carried into effect.

Not the Least Noticeable Change

that has taken place in the appearance of the pharmacy is the absence to-day (with a few exceptions) of the gilt-labelled or panelled-labelled stock bottles from its shelves. For my own part, I must confess that I am sorry that packed proprietary goods have displaced vessels which at least conferred an aspect of dignity upon the shop of the chemist, and served to produce an atmosphere of a rather more refined character than that of an ordinary tradesman. The apothecary of preceding generations had regard to the production of a proper professional respect in the breast of his patrons, and was careful to furnish his establishment with utensils and vessels, suggesting the costliness of his commodities and the extraordinary care with which they had been elaborated in his laboratory. Your readers have to thank you for the pains you have taken from time to time to make them acquainted with the artistic forms and the great variety of vessels with which the apothecaries of days gone by adorned their shelves. The inscriptions on the labels of the old pots I find to be almost more interesting than the pots themselves. Occasionally one is met with which is not easy to decipher, and sometimes one appears which is more curious than usual. Such a one was a globular jar I saw two or three weeks ago. It was of Delft ware—not Bristol, I fancy—decorated with a slightly floreated label in blue, and about five inches high. But it was the name of the preparation it was to contain which interested me; this was "T. Gordonii." So markedly a Scots air was certain to suggest that the occasion for it should be elucidated.

Trochiscus Gordonii

is by no means a product of Caledonia. It is an article for the origin of which we have to go back to the fourteenth century and no further. At the end of the thirteenth century and the beginning of the fourteenth there lived a French physician who practised at Montpellier and wrote several treatises on the practice of medicine. He is said to have been of Scots descent, but his name was really derived from the place of his birth, which was Gordon, in Rouergue, an old province of France, now included in the department of Aveyron. Bernardus de Gordonio (not Gordonus) was one of the earliest professors in the School of Montpellier, and began to practise medicine and teach in its university in 1285. His best known work is his "Lilium Medicinæ," chiefly remembered to-day because it contains the recipe of the trochiscus referred to. In the preface to this book he says that he began to write it in 1305. That is to say, in the twentieth year of his professoriate. The works with which he is credited indicate that his acquaintance with the practice of physic was extensive, to say the least. He was an expert on uromancy, and wrote a book entitled "Tractatus de Urinis." The title of another one exhibits the range of his vision; it is: "De conversatione vite humanæ a die nativitatis usque ad ultimam horam mortis tractatus." In common with his brethren of those days he was a believer in judicial astrology; but he was alive to new discoveries, as appears from his knowledge of spectacles, which seem to have been invented some time in the thirteenth century if we may accept the statement which appeared recently as to the researches of Professor Albertotti of Padua. The trochiscus Gordonii had a place in the first London Pharmacopœia (1618); it contained thirty ingredients. The latest edition in which it appeared was that of 1721: by that time a few of the ingredients had been dropped by the way. Gordonius, we are told, employed them for ulcerated kidneys as well as for ulcers of the bladder and for diabetes. They were administered by the mouth in milk or some other suitable fluid, and they were also used as urethral and vaginal injections.

COST OF LIVING.—Official figures give the cost of living on October 1 as about 67 per cent. above that of July 1914, compared with 65 per cent. a month previously.

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Editorial Articles

Financing the Drug Fund

SINCE we commented upon the dangerous delays in payment of the chemists' accounts for National Health Insurance dispensing (*C. & D.*, October 15, p. 485), the disconcerting effect of the uncertainty that exists has been emphasised to us by communications from contractors for the supply of drugs and appliances, who find themselves in a position of peculiar difficulty. A period of more than six weeks has elapsed since chemists dispensed the last of the August prescriptions, and apparently they must still wait for a settlement of sorts. Even if the accounts were to be paid in full, which will not be the case, such extended delay would be unreasonable, and it is adding insult to injury to withhold clipped payments for a longer period than the normal. As we have already pointed out, many chemists depend upon the receipt of the Insurance Committees' cheques to enable them to settle wholesalers' accounts which fall due for payment in the regular course. But this month records in this respect will be broken, to the intense annoyance of those who pride themselves upon never being behind with their payments. The wholesale houses may be willing to meet the convenience of their customers in the matter, but why should the burden be cast upon them, any more than upon the chemists who have actually supplied the goods and done the work? Let us consider what is involved in deferred

payment of the chemists' bills for August. Though the State collects the money in advance from employees and employers, what is due to chemists is never released at ordinary times until an average period of two months has elapsed since the medicines were dispensed; and on this occasion the money is being withheld for a still longer period. Our interpretation of this delay is that those who dispense the medicines have to finance the business, since they give the State at least two months' credit, while the Government actually has the money in hand and, it is generally understood, bearing interest that the chemists are losing. As contractors for the supply of medicines to insured persons, chemists are compelled to provide anything that may be ordered by doctors for their patients, but the other party to the contract, with the cash actually in hand, withholds what is due for two months or more. That is the position in a nutshell, and it is obvious that the drug fund is financed by chemists at a loss which no banker would incur. Arrangements have been made, we understand, for the August accounts to be subjected to a provisional discounting of 15 per cent. before they are paid, and for the same arrangements to apply to the September accounts. What will happen later remains to be seen, but it is hoped that the total discounting for the year will not exceed 10 per cent. A circular which is being sent out by the Retail Pharmacists' Union contains the following cold comfort:—

The present arrangements are that 15 per cent. shall be deducted from August and September payments, and it is hoped that for the October, November and December payments it will not be necessary to make any larger deduction, since there is the possibility on the one hand of an improvement in the position and on the other of arrangements being made to carry forward some of this year's deficit to next year's accounts. It may then be automatically wiped out by the economies to be expected; if not, the present discounting will be continued until solvency is reached.

Meanwhile, chemists are expected to continue to maintain a satisfactory service and to give the now customary two months' credit to the State, in the hope that solvency of the drug fund will be reached later.

Government Chemist's Report

THE report of the Government chemist upon the work of the laboratory for the year ended March 31, 1927 (Stationery Office, 1s. 3d.), is a document of not more than average interest. The total number of samples dealt with is 469,642, an increase of 24,036 on the previous year's number; and it might, on a first glance, have been supposed that further details of the work of a staff numbering (including laboratory assistants) nearly 200 persons would hardly appeal to those outside analytical circles. Chemists in business, however, may profitably spend a few minutes in considering some of the details of the investigation that goes on incessantly in the Government laboratory. The incidence of the spirit duties, for example, gives rise to a good deal of detailed correspondence. The report mentions that 3,515 "papers" were dealt with relating to applications for rebate of spirit or for permission to use industrial alcohol and so forth. In addition, 17,846 samples of tinctures, perfumes and other spirituous preparations were examined in order to check claims for drawback: in 191 cases the strength of the spirit was overstated by the applicants. Of seventy-five samples of methyl alcohol, fifteen were liable to duty on the ground of potability. Saccharin is another dutiable substance which has to be searched for extensively: 376 samples of imported goods were examined with this object. Most of the samples contained some other dutiable ingredient, and this also had to be determined. Samples of sac-

charin and saccharin-containing articles examined for the purpose of assessing drawback numbered 363. Among potable liquors tested were eighty-nine samples of herb beer and similar preparations: in twenty of the "non-alcoholic" beers submitted the proof spirit present exceeded 2 per cent., and the same remark applies to fourteen of the thirty-four remaining samples. Of forty-seven mineral waters, thirty-two proved to be liable to table-water duty. Under the heading "Board of Trade," the recent Order in Council making provision for the use of concentrated orange juice is noted, and a concise account of the previous practice is given. It is curious to learn that, so many years after the work of the Royal Commission on Arsenical Poisoning, the limit laid down by that body for arsenic in beer and in brewing materials has been slightly exceeded in fifty-three cases out of 1,305. The Dangerous Drugs Acts form, by comparison, a very small item in the Government chemist's record: fifty samples were received, and only nine of these were found to contravene the Regulations. Turning to agricultural matters, we learnt that eighteen samples of sheep dip out of a total of 118 were reported as defective. As we have mentioned previously, each of the formulas used by makers has to be passed by the department as an effective one. Regulations under the Fertilisers and Feeding Stuffs Act, 1926, not having yet been prepared, the samples received were dealt with under the 1906 Act. Barley meal turned out, in three instances, to be deficient in proteins, to contain an excess of oil, to be mixed with tapioca meal, and so forth. In the same section of the report we read:—

A sample of sea sand was of interest. It had been the custom for some hundreds of years for farmers in the district from which the sample came to use the sand for fertilising their land, authority for its collection for this purpose being granted under an Act of James I. Analysis showed that more than half of the weight of the sand consisted of calcium carbonate, and it would, therefore, in a district short of limestone have value on the land.

Four batches of apples were examined in connection with an investigation which was being carried out for the Ministry at the Agricultural and Horticultural Research Station at Long Ashton, into the question of the quantity of insecticide remaining on apples when gathered for market after spraying at different stages of growth. The quantity of arsenic and lead on apples collected in June a few days after spraying has been compared with the quantity remaining on apples gathered from the same trees in September and with the quantity present on apples collected from similar trees which underwent a second spraying at the end of July. It was found that a considerable proportion of the insecticide was lost during weathering, and that which remained was almost wholly on the exterior of the fruit. In no case did the quantity of arsenic on the fruit as ready for marketing reach the quantity generally accepted as undesirable in foods.

Insecticides examined frequently consisted of paraffin oil mixed with small proportions of essential oils and methyl salicylate, and sometimes contained chlorinated hydrocarbons, such as carbon tetrachloride or dichlorobenzene. Herbal smoking mixtures, it is of interest to note, were examined in order to determine whether they included tobacco as an ingredient or were prepared so as to resemble it; all were found satisfactory. Enough has been written to indicate the comprehensive nature of these analytical data; and their bearing on the retailer, as well as on the manufacturer, is obvious.

The Position of Oilseeds and Oils

ALTHOUGH the general home industrial outlook shows signs of brightening a little, and should eventually tend to create more interest in oilseeds and their by-products, it cannot yet be said that the conditions in this industry have shown any tangible evidence of betterment. At the same time, however, the trade is watching the

markets closely, and whenever the trend of values is considered sufficiently attractive the demand appears. The main adverse factors under which the industry has been labouring since last spring were dealt with in our issue of August 20, but there is reason to believe that these factors are gradually relaxing, while our coal trade has been steadily recovering. It is now apparent that our heavy industries have at last taken a turn for the better, helped by a revival of enterprise in shipbuilding, which means, of course, additional employment in the engineering and other trades, and should thus stimulate the outlet for various products, in the manufacture of which seed oils are freely used. During the first half of this year there was a net deficit of about 71,000 tons, compared with the same period last year, in our imports of raw materials. This is shown in the following table, which gives the returns for nine months to the end of September, from which it will be seen that the net deficit has been proportionately greater than for the first six months:—

U.K. imports in tons	Sept., 1926	Sept., 1927	Jan.-Sept., 1926	Jan.-Sept., 1927	Decrease or Increase
Linseed ..	32,971	38,269	290,064	290,936	+ 872
Cottonseed ..	35,182	32,777	430,610	407,684	- 22,926
Soya beans ..	7,010	6,071	35,566	43,045	+ 7,479
Castor seed ..	3,428	2,787	20,526	26,142	+ 5,616
Rapeseed ..	1,249	799	14,131	5,178	- 8,953
Ground nuts	1,521	458	93,235	42,797	- 50,438
Copra ..	4,823	3,421	53,148	43,977	- 9,171
Palm kernels	20,344	16,602	187,702	133,457	- 54,245
Total ..	104,528	101,184	1,124,982	993,216	Net decrease 131,766

The total shown for last month is again less than for September last year, declines being shown all along the line, except for linseed, the receipts of which were abnormally heavy, while the aggregate for the nine months was fully equal to last year's corresponding figures. Fluctuations in linseed prices were usually narrow, values having hardened at one period, due to lack of rain in the River Plate, but subsequently easing under freer shippers' offers induced by advices of generous rains and that the official estimate of the area under cultivation was revised and indicated an excess of half a million acres over the initial forecast of last year. Another weakening influence was that the total yield in North America this year was considerably greater than last year, and that therefore the takings from the River Plate for the United States in the coming year would be to that extent curtailed and probably not reach much over 350,000 tons. There has been a fair Continental demand during the last week or two, partly due to the revised official estimates of the old crop yield, placed at 1,755,000 metric tons, on the basis of which the exportable surplus under date of October 11 amounted to 156,000 tons, or rather less than indicated by private forecasts. This surplus is relatively small against needs to be met before the new crop becomes available with the turn of the year. Contributions from Baltic States and Russia, which should begin to be shipped next month, are expected to be about the same as for the previous season. There is still an ample supply afloat to home and Continental ports combined, amounting to over 170,000 tons, and the current quotation for Argentine seed shows but little change compared with two months ago at about £15 10s. to £15 12s. 6d.; and the fact deserves notice that new crop has been already dealt in to some extent at £15 5s., while freer offers were made recently of Calcutta seed at a reduced premium, or near £17 5s. per ton. Despite the steadiness of seed, the linseed-oil market has been affected by the renewed increased competition of Continental oil on this side, while our imports have been again increased,

amounting to 13,722 tons for the nine months, against 12,010 tons in 1926. U.K. exports were only 14,458 tons, thus indicating a decrease, compared with January-September last year of 3,742 tons. This is a disquieting feature, which has had a certain bearing on the market. The London price for spot delivery fluctuated on either side of £30 per ton, which figure is approximately about £4 under the highest reached last spring. Developments in cottonseed were influenced by the curtailed estimate of the American cotton crop yield; and its value reached at one period fully £10 10s. for black Egyptian. Home imports for the nine months at 407,684 tons indicate a deficit of nearly 23,000 tons against the same period in 1926. Variations in the value of crude Egyptian oil were narrow lately at between about £36 and £35 5s. a ton, which, however, compares with £34, the lowest figure recorded over the summer. A notable feature has been the appearance of Russian cotton-oil on this side, and this competition may possibly assume a certain importance as time goes on. Our trade in soya beans has improved somewhat, but it is still very small compared with pre-war days, while Continental crushers are now handling this article more freely. This also applies to ground nuts, the U.K. receipts of which this year suffered a serious contraction, as indicated above. The most unsatisfactory feature of our import trade in oil-bearing products has been the persistent decrease this year in ground nuts and palm kernels, the deficit shown to the end of September being 50,438 tons and 54,245 tons respectively, while the returns for last month were again very poor. Taking the import returns of the whole of oilseeds, nuts and kernels for oil pressing for the nine months, they are certainly disappointing, and may be regarded as an indication of the difficulties under which the seed-crushing industry has been handicapped.

Sunday Trading

GROCCERS are much perturbed at the enormous growth in Sunday trading, which appears to be an aftermath of the war, and in order to try to put a stop to the evil the Federation of Grocers' Associations have prepared a Bill, which they hope to introduce into the next session of Parliament, in which they propose to restrict Sunday trading to two hours, mostly from 8 a.m. to 10 a.m. The text of the Bill has been published, and in the schedule attached thereto we notice that among the trades and businesses to be carried on in shops during certain hours on Sunday is that of "chemist and druggist, who, if the Bill becomes law, will be permitted to open from 8 a.m. to 10 a.m. and 6 p.m. to 8 p.m. on Sundays." The list is at present tentative, and provisional discussions and conferences are constantly taking place with the various trades affected, and modifications are being made. The Bill is to have the hearty support of the Early Closing Association.

PROFIT-SHARING COMMENDED.—Addressing a conference of business men at Bradford on October 18, Mr. A. Humphreys, chairman of Bleasdale, Ltd., manufacturing chemists, York, remarked that to-day the British working man was allowing his job to be taken from him by the alien at home or abroad, who worked harder than he did. Profit-sharing was a solution of the conflicts between Capital and Labour.

MECHANICAL LEECHES.—"This instrument has been invented by Mr. Salandieve, and acts as an equivalent to leeches. Its advantages consist in extracting the precise quantity of blood that is wanted to be taken from the patient; in withdrawing the fluid with every desirable degree of despatch and gentleness; in not causing that repugnance which naturally attends the application of insects or worms; in not causing any injury, and, finally, in being practicable in every station, climate, situation, and country. This instrument is manufactured at Paris by the engineer, Dumoutiez."—"Medical Repertory," quoted in the "Sunday Times" of October 14, 1827.

Cineol Determination

The essential oil sub-committee to the Standing Committee appointed by the Institute of Chemistry and the Society of Public Analysts to consider the question of uniformity of analytical methods has issued a report recently on the estimation of cineole in cajuput and eucalyptus oils. The following is an abstract:—

THE committee reported that the phosphoric process as set out in the British Pharmacopœia is unreliable. Three test mixtures of known cineol content were examined by this method, and by the ortho-cresol method (given below), by various members of the sub-committee, and their results were appended in tabular form. The first table showed the results of three mixtures of pure cineol, terpene, and sesquiterpene circulated to all members for the purposes of confirming the accuracy of the scale given below, and the second table the results of the same mixtures by the phosphoric acid method. Table I showed a mean percentage in the three oils of 49.94, 71.05 and 88.14; the actual percentages being 50.00, 71.10 and 88.10. The second table (IA) showed a mean percentage of 37.3, 66.20 and 86.6, thus indicating the greater accuracy of the suggested method. The third table, Table II, showed the results of four natural oils circulated to all members to be examined by the recommended method; the mean percentage variation being respectively, 1.1, 1.4, 2.1, 1.6. As a result of the obvious greater accuracy by the ortho-cresol method, the committee strongly recommend the omission of the phosphoric acid method in the next edition of the B.P., and its substitution by the ortho-cresol method, which consists of the determination of the freezing point of a mixture of 3 gm. of the oil, previously dried by shaking with a small quantity of dry, granular calcium chloride, and 2.1 gm. of ortho-cresol. The cineol percentage is then given by a scale prepared from the freezing points of ortho-cresol, with mixtures of known cineol content.

METHOD OF PROCEDURE

For the purposes of the test a stout-walled test tube, about 15 mm. in diameter and 80 mm. in length, is used,

Freezing point of 3 gm. of oil + 2.1 gm. of ortho-cresol	Cineol by weight. Per cent.	Freezing point. °C.	Cineol by weight. Per cent.
24	45.6	40.4	67.5
25	46.9	41	68.65
26	48.2	42	70.5
27	49.5	43	72.35
27.4	50.0	44	74.2
28	50.8	45	76.1
29	52.1	45.2	76.5
30	53.4	46	78.0
31	54.7	47	80.0
32	56.0	48	82.1
33	57.3	48.4	83.0
34	58.6	49	84.2
35	59.9	50	86.3
36	61.2	51	88.8
37	62.5	52	91.3
38	63.8	53	93.8
39	65.25	54	96.3
39.8	66.5	54.6	98.0
40	66.8	55	99.3

fitted with a wire loop for hanging from the stirrup of a balance. Three gm. of the oil and 2.1 gm. of melted ortho-cresol are weighed successively into the tube, the liquids being inserted through finely-drawn pipettes, the weighing error not to exceed 1 per cent. An accurate thermometer graduated in fifths of a degree is then inserted, the mixture well stirred, and the highest reading of the thermometer noted. The tube is then heated slowly until the contents are quite melted, inserted through a bored cork into a wide-necked bottle to act as an air jacket and allowed to cool slowly until crystallisation starts or the thermometer has dropped to the previously noted temperature. It is then stirred vigorously with the thermometer, rubbing the latter up and down the side of the tube to induce speedy crystal-

lisation. The highest point is taken as the freezing point. The test should be repeated until two concordant results are obtained. Corrections for emergent column are not necessary as such error is so small as to be negligible. With oils of low cineol content it is sometimes necessary to introduce a minute crystal of the ortho-cresol-cineol addition compound to start crystallisation. This method is satisfactory for oils containing not less than 50 per cent. of cineol. Oils containing less than 50 per cent. of cineol may be mixed with an equal weight of pure cineol or a high-content oil before testing. From the table of freezing points given in the previous column the intermediate figures may be obtained by interpolation. The ortho-cresol must be pure and dry, with a freezing point not below 30° C, and, as it is hygroscopic, it should be stored in small well-stoppered bottles. In conjunction with these recommendations, the following general remarks on physical constants by the committee. "Oils before testing should be clear at 15.5° C, and, if necessary, should be filtered through dry filter paper in a covered funnel; where this is necessary, it should be stated on the certificate.

"Specific gravities should be determined at 15.5° C, water at 15.5° C being taken as unity. The results should be calculated to the nearest 0 or 5 in the 4th decimal place.

"Refractive indices should be determined at 20° C for the D line, and the reading to the fourth decimal place should be given. Exceptions:—On essential oils with melting points above 20° C, determinations should be made at suitable higher temperatures.

"Optical rotation should be determined at 20° C, and expressed as that given by a column of liquid 100 mm. long for the D line.

"Temperatures, if different from those prescribed above, should be stated on the certificate. The committee does not recommend the use of corrections in any of the above determinations, as these are different for various oils." The reports are signed by:—John Allan (chairman), C. T. Bennett, S. W. Bradley, E. Theodore Brewis, L. E. Campbell, Thos. H. Durran, T. W. Harrison, Ernest J. Parry, C. Edward Sage, M. S. Salamon, W. H. Simmons, T. Tusting Cocking (hon. sec.).

Crude Drugs in U.S.A.

ACCORDING to the report of the Food, Drug and Administration of the United States Department of Agriculture for the year ended July 31, 1927, six per cent. of the importations of foreign crude drugs offered for entry were found to be in violation of the Food and Drugs Act, and were consequently detained; this compares with five per cent. for the previous year. The principal violations noted were adulteration with excessive foreign matter, and the substitution of inferior, sub-standard or spurious drugs. The products offering the most difficulty were aloes containing excessive moisture, benzoin deficient in alcohol-soluble material, colocynth pulp containing excessive seeds and epicarp, saffron with excess yellow styles, ergot (especially from Russia) of low biological assay, cevadilla seed, Mexican sarsaparilla and valerian roots excessively dirty, and stramonium and henbane deficient in alkaloids. Department officials state that many of the detentions are preventable in that they resulted apparently from insufficient cleaning or sorting. Importers have been advised to instruct their principals to exercise sufficient care in collection and handling to obviate any difficulty when the goods are entered. Local officials of the administration state that while the imports refused entry for various causes amounted to six per cent., a considerable portion of this six per cent. was later admitted after cleaning under supervision of the administration or for use in industries other than the drug industry. Among the crude drugs with which only slight difficulty was encountered during the year were jalap, kola, lactucarium, liquorice root, Hungarian chamomile, digitalis, eucalyptus leaves, damiana, areca nuts, asafetida, and buchu leaves.

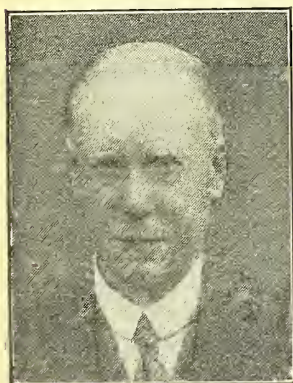
Festivities

Surgical Instrument Manufacturers' Banquet

MEMBERS of the Surgical Instrument Manufacturers' Association (Incorporated) held their annual banquet at the Holborn Restaurant on October 14, under the presidency of Mr. E. W. Mayer, chairman of the association. The toast of "The Surgical Instrument Manufacturers' Association" was submitted by Mr. P. C. Maw, who regretted that they had failed to secure protection for their industry, and said that they would make further endeavours to secure the application of the Merchandise Marks Act to the importation of surgical instruments. Responding to the toast of "Our Guests," proposed by Colonel A. Young, Sir J. Corcoran, director of the National Union of Manufacturers, said he was glad to be able to say that the National Union, like the Surgical Instrument Manufacturers' Association, was not only holding its own, but active and expanding. Mr. Cecil Rowntree and Mr. L. Ferris-Scott also responded.

Manchester Chemists' Dinner

THE annual dinner of the Manchester Pharmaceutical Association took place on October 12 at the Midland Hotel, and after dinner



Photo] [Cleworth
MR. F. W. BATES, J.P.

had been served Mr. J. Collins (president) paid a tribute to the late Sir William Glyn-Jones. He then went on to propose the toast of "The Pharmaceutical Society." Mr. Herbert Skinner, Ph.C. (president of the Society), in responding, paid a tribute to Mr. E. H. Simmons, whose work in connection with the benevolent fund was worthy of a better reward. He would not go into details, he said, but this was the first dinner he had attended since he learnt that the benevolent fund was in distress, and he commended this worthy

object to their attention. Relating some of his experiences during his recent visit to the United States, he said, in comparison with the other side of the Atlantic, we, as pharmacists, in this country had nothing like the same difficulties to contend with that they had over there. Their outlook was quite different to ours. But whatever we had in this country he did not think there were two opinions as regards their colleges over there; the one in Massachusetts was an enormous structure and looked like as if it was the realisation of some hobby of a millionaire. But, on the other hand, he was convinced that they did not make all their wealth out of pharmacy—it was the side-lines; irrespective of this they had no need to envy their brethren in the New World, as he considered pharmacy in this country was in a happier state than "over there." In conclusion, although he could not say anything regarding the report on the inquiry, which as yet had not been published, he could assure them that the Society were fully alive to the requirements on this important question, and he was sure that they in Manchester, as always, would support their efforts at headquarters to maintain the position of pharmacy in this country. Mr. Wm. Kirkby, M.Sc., as the proposer of the toast to Councillor F. W. Bates, J.P., said he felt it a very great compliment in being the chosen one to propose this toast. There were many in Manchester who had worked with him more intimately, perhaps, than he had, but there was no one to whom he would give way in his admiration for Mr. Bates and for the splendid services he had rendered to pharmacy for over thirty years. His work on the council of the local association, the work on the Pharmaceutical Insurance Committee, of which

he was chairman so very many years, and the services he had rendered educationally to the Stretford Council, where he held a record term of office, all went to prove his sterling qualities and ability. Councillor F. W. Bates, J.P., in his reply, outlined the early struggles in connection with the National Health Insurance work; he paid a tribute to the unselfish and painstaking work performed by the late Mr. Harry Kemp. He had no hesitation in saying that pharmacy had striven, not from a mercenary point of view, to give as good a pharmaceutical service as possible, and to show that they were carrying out their part of the contract. There should be no discounting. He would like to see pharmacists taking more interest in municipal and Parliamentary work. He had been asked whether public work paid; well, the answer to that was, the compensation or payment to him, at least, had been "Service to other people." To him nothing gave greater pleasure, and he looked upon his long association with pharmacy with the same amount of satisfaction and pleasure. "The City and Corporation of Manchester" was proposed by Mr. J. H. Nidd. Alderman W. T. Jackson, chairman of the Manchester Public Health Committee, responded. Councillor Walter Davies, chairman of the Manchester Insurance Committee, one of the guests, said he would like to place on record the very high esteem in which he held the late Sir William Glyn-Jones, with whom he had many meetings regarding Insurance matters. Mr. Davies then went on to pay a tribute to the manner in which the panel chemist supplied the public with their medicines. He had an idea that they would find a way out of the difficulties now confronting them regarding that boggy known as the discounting clause. Councillor R. G. Edwards proposed the toast of "The Guests," Professor H. S. Raper, C.B.E., D.Sc., Professor of Physiology, Manchester University, responding. In the course of his address he outlined the facilities in Manchester, both at the University and the Royal Infirmary, for the advancement of chemistry and the making of synthetic drugs; the enlargement of the pharmaceutical departments at the University would entail a considerable sum of money. An appeal, no doubt, would result in the necessary fund being realised, in which he was assured many pharmacists would assist. A musical programme and entertainment was interspersed between the speeches, Mrs. B. Redford, Mr. W. Blackburn, and Mr. Ken Mackay proving excellent turns. Mr. E. H. Simmons moved a very hearty vote of thanks to the chairman (Mr. J. Collins) and Mrs. Collins.

Dinner at Southport

THE Southport Branch of the Pharmaceutical Society held its annual Benevolent Fund evening on October 11 at the Royal Hotel, Mr. T. R. Newton (chairman) presiding. Among those present were:—Messrs. T. Hardy, J.P. (member of Council), W. H. Kendrew, J. Stirling Macdonald, H. Orr, J. Righton, J. W. Gee, A. H. Messenger, W. H. Smith, Denham, H. Barton, G. I. Rushton, F. Orr, Prescott, and representatives of numerous wholesale houses. After an excellent meal, the chairman welcomed Mr. Hardy, coupling his name with the toast of "The Pharmaceutical Society." Mr. Hardy, in response, discussed the inception of the Benevolent Fund, giving details of its administration. Southport last year subscribed to the fund £21 13s. 3d., which gave an amount per head approximately of 9s. 3d. or 9s. 6d., and he believed they stood third in the Kingdom. That was very creditable to Southport, and he hoped that that evening they would be equally generous so that they might rise in the scale. They were over-spent this year £570 or £590. The amount of grant which was paid last year totalled a little over £2,000. This year they assumed that up to the end of December they would have granted a sum of £2,500. Since 1841 the sum of £150,000 had been paid in grants to poor pharmacists. Mr. Righton proposed a vote of thanks to Mr. Hardy, which was cordially approved, and during an interval a collection realised £17 14s. In regard to the collection the president thought it very satisfactory as a previous appeal was made in January. A musical programme was given during the evening by Messrs. Gibbs, Lee, Edge and Elliott.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

ENGLAND AND WALES

Local Reports

Blackburn.—The Pharmaceutical Service Subcommittee have considered the report of Manchester Chamber of Commerce testing house and laboratory, on a sample of boric wool taken under the scheme for the testing of drugs and appliances. After hearing the respondent chemist, they prepared the following report:—"One ounce of boric wool was supplied by the respondent in a sealed packet on August 29 and forwarded for analysis. The essential particulars of analysis are:—The net weight of the sample was 1.08 oz. The sample does not conform to the requirements of British Pharmaceutical Codex and Manchester Testing House standard for B.P.C. wool in the following respects:—(1) Is considerably inferior to the above standard sample as regards 'neppiness'; (2) contains 35 per cent. of boric acid, as compared with 15-25 per cent. specified in the Codex; (3) the average length of staple is slightly shorter than the minimum length specified in the Codex." From the above it will be seen there was an excess of boric acid in the wool to the extent of about 10 per cent. The chemist said he had purchased the wool from a well-known wholesale firm as B.P.C. boric wool, and he believed it to be up to the B.P.C. standard. Since the result of the analysis he had withdrawn the wool obtained from this firm from his stock. He purchased the wool about September 1924, and produced the invoice. The chemist read a reply received by him from the wholesale firm, which stated: "We have examined the other packet which you have returned to us, and agree it would not be likely to pass the test. It is, however, quite different from our stock, and we cannot understand how it could have been put up. Can you please inform us when you received this wool from us, as we shall have to investigate the matter further?" The subcommittee found the boric wool supplied did not conform to the requirements of the B.P.C., but, having regard to his purchase of the wool from a wholesale firm of repute as conforming to this standard, they recommend no further action be taken with the respondent. The subcommittee recommended that the attention of the Pharmaceutical Committee be drawn to the facts with a view to suitable action being taken to secure that appliances obtained by chemists on the panel conformed to the proper standards. The matter was subsequently discussed in detail by the Pharmaceutical Committee, and they expressed regret that there should have been any cause for complaint. They voiced the opinion that chemists should take care that guarantees were obtained from the wholesalers with whom they dealt, and that these should be set forth in the invoice. The Pharmaceutical Subcommittee considered the question of the late delivery of prescriptions for pricing by a chemist. After hearing the chemist concerned, they prepared a report pointing out that respondent forwarded to the Pricing Bureau prescriptions in January, February, March, April, May and June 1927 in July 1927, whereas a chemist on the panel was required to forward an invoice together with scripts not later than the third day of the month following that to which the scripts related. The prescriptions forwarded numbered:—January, 71; February, 52; March, 35; April, 45; May, 32; June, 23. The chemist explained delay had arisen through pressure of work in the earlier months of the year, although he admitted forwarding over 1,000 prescriptions to the Lancashire Insurance Committee each month for pricing. He also admitted that in December 1926 he forwarded to the bureau for pricing 500 prescriptions relating to the years 1924, 1925 and 1926. It was recommended that the chemist be charged with the amount of additional cost reasonably and necessarily incurred by the pricing bureau on account of the late receipt of the scripts, and warned that in the event of future failure to comply with requirements, the committee would take a more serious view of the matter.

Derby.—A circular letter to chemists in Derbyshire containing suggestions how they could assist in securing

economy in the Insurance service was taken exception to at a meeting of the County Insurance Committee. The committee passed a resolution to the effect that the letter contained certain statements and undesirable suggestions that would, if acted upon, be likely to impair the confidence of insured persons in the administration of medical benefit, and requesting the Derbyshire Pharmaceutical Committee, as an act of courtesy, to withdraw the letter if they are responsible, and to give an assurance that they do not desire it to be acted upon; failing such assurance, the matter to be referred to the Ministry of Health.

Herts.—At a meeting of the Insurance Committee, on September 26, the Pharmaceutical Service Subcommittee reported two cases of inaccurate dispensing. In the first a chemist was stated to have served four feet of 8-in. adhesive plaster spread on cotton fabric instead of two feet of 16-in. plaster spread on holland. The chemist's explanation having been heard, the subcommittee recommended that he be cautioned. In the second test a prescription for 8 oz. mist. ferri. aper., when analysed showed a 20 per cent. deficiency in three of the ingredients. The chemist's excuse was that his dispenser had been making up 6-oz. mixtures and had forgotten that this one was an 8-oz. mixture, and had put in the same amount of ingredients as if it was for a 6-oz. mixture. A penalty of £1 was imposed.

Huddersfield.—At a recent meeting of the Insurance Committee, it was stated that the committee had fined two chemists for dispensing medicine wrongly. The facts had been reported to the Ministry of Health, who had written asking if the committee were justified in imposing fines, and suggesting that a reprimand in each case was sufficient. The committee decided to adhere to their original decision. The Pharmaceutical Service Subcommittee stated that the analyst's report on a test prescription, which showed that acid. hydrochlor. dil. had been dispensed by a firm of chemists instead of the prescribed acid. hydrobrom. dil., had been considered, and a report by an analyst employed by the chemists agreed with the report of the committee's analyst. The manager of the branch stated that he personally dispensed the mixture in question, and the only explanation he could offer was that the bottle had been filled with the wrong acid. The subcommittee found that there was no carelessness in the actual dispensing, and recommended that the firm be reprimanded.

Sheffield.—At a meeting of the Insurance Committee, a report was submitted on the results of testing eight prescriptions. The city analyst's report showed that in four cases they had been dispensed correctly, and in the other cases the highest variation shown was an excess of 3.8 per cent. The chemists' accounts for the month of July amounted to £1,971 12s. 9d.

Worcester.—A memorandum on prescribing recently prepared by the West Midlands Joint Committee has been considered by the Worcestershire Pharmaceutical Committee, who state that a first-class pharmaceutical service can be given within the money available in the drug fund, provided that waste and extravagance are eliminated.

SCOTLAND

Edinburgh.—At a meeting of the Insurance Committee for Edinburgh, held recently, it was reported that since September 1923 71 insured persons had received insulin treatment, and among these only eight deaths, directly attributed to diabetes, had occurred. Arising out of cases in which doctors had provided ultra-violet ray treatment to insured persons for private fees, the committee instructed the clerk to ascertain what public or private hospital facilities were available in Edinburgh for their treatment. A discussion took place on the Reorganisation of Offices (Scotland) Bill, and it was agreed to protest against the proposed abolition of the Scottish Board of Health. The committee were, however, of the opinion that if a Department of Health were to be substituted for the Board, the existing relationship between the Board and the Secretary of State for Scotland should be maintained.

Scientific Instruments Census

THE "Board of Trade Journal" (October 13) publishes a statement showing the values of the various classes of instruments and apparatus manufactured in 1924 by firms whose returns were made on schedules for the scientific instruments trade. The figures given relate to production in Great Britain alone, while those for 1907 are inclusive of the output of a few firms in Ireland:—

Products	Selling value, 1924	Selling value, 1907
Optical instruments and appliances:	£	£
Lenses, prisms, etc., optically worked, sold separately	321,000	78,000
Telescopes, binoculars, and microscopes ..	99,000	76,000
Spectacles, pince-nez, etc. ..	598,000	243,000
Other optical instruments and appliances	171,000	
Dental, surgical, medical and veterinary instruments and appliances (other than exclusively optical):		
Surgical and medical bandages and dressings	1,354,000	19,000
Instruments	203,000	
Appliances, including trusses and artificial limbs	891,000	
Aseptic hospital furniture	59,000	629,000
Other sorts, including general dental goods (except dental platinum)	496,000	
Dental, surgical, etc., instruments and appliances, not separately distinguished	9,000	
Photographic apparatus and appliances:		
Sensitized photographic paper	794,000	320,000
Sensitized photographic plates and films, including cinematograph films, blank (raw film or stock)	1,107,000	
Cameras, complete	133,000	
Cinematograph and projection apparatus (including magic lanterns)	46,000	158,000
Other photographic and cinematographic appliances, not elsewhere specified	55,000	
Barometers, thermometers, hydrometers and similar instruments	328,000	108,000
Land surveying, drawing, mathematical and nautical instruments and magnetic compasses	591,000	437,000
Other and unspecified instruments, apparatus and accessories	608,000	234,000
Total value—Scientific Instruments, etc., other than Electrical	7,863,000	2,302,000
Electrical instruments, scientific	321,000	*
Electro-medical apparatus (other than X-ray apparatus)	37,000	*
X-ray apparatus	128,000	*
Thermionic valves	250,000	
Other products	430,000	207,000
Repair work for customers (where not included under above heads)	326,000†	51,000†
Work done for the trade:		
Printing of cinematograph films	46,000†	14,000†
Other work	50,000†	
Total value of goods made and work done ..	9,451,000	2,574,000

* Not separately recorded. † Amount received for work done.

It will be observed that the total value of the goods classed as "Scientific instruments, appliances and apparatus (other than electrical)" increased from £2,302,000 in 1907 to £7,863,000 in 1924, but this increase is partly due to differences of classification between trades in the two years as well as to an actual increase in the volume of goods produced. The total shown for 1907 in respect of "Surgical and medical bandages and dressings" (£19,000) represents only a small fraction of the corresponding figure for 1924 (£1,354,000), but it is believed that the figure for the former year considerably understated the aggregate value of the output of goods of this description, which were probably classified as finished products of the cotton trade and included under general headings in the results for that trade. The heavy increase recorded in photographic paper, plates and films is due mainly to the fact that the greater part of the total production, viz., £589,000 out of £909,000, was recorded in the first census on the schedule for the chemical trades. If these items be omitted from the aggregates for both years, the total value remaining for 1924 amounts to £4,603,000 and for 1907 to £1,963,000, representing an increase in the year 1924 of about 135 per cent. The value of "lenses, etc., optically worked, sold separately," is inclusive of partly-worked "blanks" and of partly or completely-finished lenses sold to other manufacturing

opticians for use in the assembling or repair of spectacles or to makers of telescopes, cameras, etc. The value of these lenses has, therefore, been recorded, at different stages of manufacture, in the returns of more than one firm, thus causing duplication in the aggregate shown. The output of "spectacles, pince-nez, etc.," includes that of spectacle frames, the value of which is also duplicated in so far as the frames were sold to opticians and returned by the latter in the form of complete spectacles. It is not at present possible to determine the extent of the duplication arising from these causes.

The output of scientific instruments and apparatus (other than electrical) returned elsewhere than on schedules for this trade is believed to be comparatively unimportant, and the figures shown for each class of goods specified in the statement probably cover the bulk of the total production during the year 1924. In the case of electrical instruments (including electro-medical apparatus, X-ray apparatus and thermionic valves) the values shown are supplementary to those returned as part of the output of electrical engineers.

IMPORTS AND EXPORTS

Particulars of the exports and net imports of certain scientific instruments, appliances and apparatus in the year 1924 are as follow:—

Kind of goods	Exports	Net Imports
Optical instruments and appliances:	£	£
Lenses, prisms, etc., optically worked, mounted or unmounted (including those imported with complete instruments)	47,000	197,000
Dental, surgical, medical and veterinary instruments and appliances (except optical):		
Instruments	102,000	36,000
Appliances (including trusses and artificial limbs, but excluding artificial eyes)	126,000	12,000
Photographic (not including lenses):		
Cameras	36,000	128,000
Cinematograph and projection apparatus (including magic lanterns)	14,000	27,000
Sensitized photographic paper, plates and films	760,000	707,000

The number of cameras recorded as exported in 1924 was 29,500, or 24.3 per cent. of the number (121,500) included in the returns of production. The imports of cameras in 1924 (less re-exports) were 385,300 cameras, the average import value of which was less than one-third of the average value at works of the cameras made in Great Britain.

NET OUTPUT

The net output of the factories and workshops covered by the foregoing statement was £5,304,000 in 1924, that sum representing the amount by which the total value of the output (£9,451,000) exceeded the cost of materials purchased and used (£4,124,000) and the value of work given out (£23,000). The net output per head of persons employed (exclusive of outworkers) in 1924 was £211 and in 1907 £108.

In comparing these two figures, account should be taken of the effect of the inclusion in the output of 1924 of the larger amounts of "surgical bandages" and "photographic materials." In the manufacture of these goods proportionately greater numbers of females are employed, and the net output per head of persons employed as a whole is reduced correspondingly.

DEWSBURY CHAMBER OF TRADE is appealing to every chemist in the town for money, or material, to equip a stall at the forthcoming Infirmary Bazaar.

THE TEACHING OF PHARMACOLOGY.—Addressing the Westminster Hospital Medical School on October 3, Dr. E. W. Ainley Walker, Dean of the Oxford University School of Medicine, remarked:—"It is hardly too much to say that a new kind of quackery has sprung up which is all the more dangerous because it is the doctor rather than the public who is the intended victim upon whom vaunted but ill-tried remedies are daily being pressed in those piles of futile puffs and specious advertisements that fill his morning post and crowd his breakfast table. On this account, if on no other, it is high time that due attention be given to the teaching of pharmacology."

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, October 20

BUSINESS in Mincing Lane remains without improvement and price alterations are few, there being no substantial changes in crude drugs. Cassia fistula is easier. Senega sells in retail at firm prices and ergot is quiet. Menthol has been in more general demand and is steady. Male fern oil is lower. Among the essential oils, considerable activity has been noted in American peppermint oil in the U.S., and prices are about 2s. per lb. dearer. Paraguayan petitgrain and American wormwood have advanced. Sicilian oils (lemon, bergamot and orange) have weakened slightly, and star anise and cassia are lower, with some business passing in the latter oil. French lavender is dull and easier. Copaiba is cheaper. In the pharmaceutical chemicals group there are no price changes of importance, business continuing of small dimensions. Among industrial chemicals conditions show little change. Formaldehyde and formic acid have been in good demand. Cornish arsenic is firm, while potassium and sodium chlorate are firmer. In the coal tar products, Continental naphthalene has sharply advanced. Carbolic acid is quiet and unchanged, and cresylic acid is firm and active. Among the so-called vegetable oils a fair business is being done, and the bulk of the price changes are in favour of sellers. Coconut shows a slight advance, likewise groundnut and palm. Linseed and turpentine oils have been brighter.

Higher	Firmer	Easier	Lower
Acid oils	Agar agar	Anise, star, oil	Antimony
Belladonna root	Citronella oil	Cassia fistula	Bergamot oil
Ground nut oil	(Cey.)	Cassia oil	(c.i.f.)
Myrrh	Coconut oil	Copaiba oil	Lemon oil
Naphthalene	Farina (Dutch)	Lavender oil	(c.i.f.)
(Continental)	Formic acid	Pepper	Male fern ext.
Peppermint oil	Palm oil		Orange oil
Petitgrain oil			(Sic.)
Rubber			Rosewood oil
Wormwood oil			
	Steadier		
	Lead products		
	Pot. chlor.		
	Soda, chlor.		

Crude Drugs, etc.

AGAR AGAR is firmer, Kobé No. 1 offering at 3s. 3d. per lb. on the spot, and new crop for January-March shipment at 3s. 1d. per lb. c.i.f. New crop Yokohama No. 1 for January-March shipment is 2s. 10d. per lb. c.i.f.

AMMONIACUM.—There has been some inquiry and several small lots have recently changed hands. Most of the parcels sold have been at a sacrifice, as the original import price was in the neighbourhood of 1s. 6d. per lb. To-day's value for fair bright clean drop is from 8d. to 11d. per lb., according to quality and seller.

ANNATTO SEED.—On account of the difficulty of securing supplies for direct shipment, a few parcels on the spot have been sold at rather better prices. For good bright Jamaica and Madras 4½d. per lb. is wanted.

ANTIMONY.—Continuous dull conditions are noted for Chinese refined, and the tendency favours buyers further, business in spot parcels now being possible at £48, while near shipment from China is £42 10s. c.i.f. Increased stocks in New York and in China appear to be weighing on the market, in which high-grade refined, however, remains at £64 10s. to £65. There has been a considerable reduction made lately in English white oxide of antimony, obtainable down to about £65 10s. Crude for shipment is offered at £33 per ton c.i.f., and spot is nominal at £37.

BALSAM PERU is offered on the spot at 6s. 6d. per lb. for genuine as imported.

BALSAM TOLU.—Good bright is still obtainable at about 4s. per lb.

BELLADONNA ROOT is dearer at 60s. per cwt. c.i.f. for 0.45 per cent. Continental. Belladonna leaves are quoted at 60s. per cwt. c.i.f.

CADMIUM is firm, with Australian metal selling at 1s. 11d. to 2s. per lb., according to quantity, and a steady business has been done lately. American cadmium is neglected, being quoted at 2s. per lb. upwards.

CAMPHOR (REFINED).—Japanese 2½-lb. slabs are quiet on the spot at 2s. 3d. to 2s. 3½d. per lb., and to arrive 2s. 1½d. c.i.f. is quoted; ¼-oz. tablets are 2s. 10d. per lb.

CARAWAY SEED is about steady, Dutch offering for prompt shipment at about 39s. per cwt. c.i.f.

CARDAMOMS remain firm. Bold pale Ceylon-Mysore are offered at 7s. 6d.; medium, 5s. to 5s. 6d.; small to medium, 3s. 9d. to 4s.; small, 3s. to 3s. 3d.; green Alleppy, 3s. 7d. Bombay decorticated seed is 4s. 6d. spot and 4s. 4d. c.i.f.

CASCARA SAGRADA has created slightly more interest, several parcels having recently been disposed of at a low figure; 1924 peel on the spot can be had at from 62s. 6d. to 65s. per cwt.

CASSIA FISTULA.—A new parcel of lean sound West Indian just arrived is offered at 42s. 6d. per cwt., being easier.

CINCHONA.—At auction at Amsterdam, on November 2, 1,660 packages, weighing 71,690 kilos, Java pharmaceutical bark will be offered.

CLOVES.—Zanzibar remain quiet, spot offering at 7½d. to 7¾d. per lb., and October-December shipment is quoted at 7d. per lb. c.i.f. The landings in London during the week ending October 15 were *nil*, and the deliveries 319, leaving a stock of 10,788, against 9,517 in 1926 and 8,165 bales in 1925. From January 1 to October 15 the landings were 16,033, against 10,258 in 1926, and the deliveries 12,846, against 14,941 in 1926.

COCOA BUTTER is firm at 1s. 10d. per lb. for CFR, and prime English is 1s. 9½d. per lb. for not less than one-ton lots.

COD-LIVER OIL is about steady, sellers of finest non-freezing steam-refined Norwegian oil asking 158s. per barrel c.i.f.

BERGEN, October 17.—The market continues dull and the price is declining. Non-freezing steam-refined quality is officially quoted at 168s. per barrel, c.i.f. London, but no doubt exporters are selling below this figure abroad.

CORN PRODUCTS, ETC.—Guaranteed water-white glucose (corn syrup) is quoted at 21s. per cwt. for prompt to December delivery, ex store, London, duty paid. Dutch maize starch powder (cornflour) is 14s. 9d. per cwt. on the spot. American for prompt to December delivery is 14s. 9d. per cwt. net, ex store, London. Pearl starch is 14s. 3d. per cwt. for prompt to December delivery, ex store, London. Dutch maize starch crystals is 19s. 6d. on the spot, and American for prompt to December delivery is 19s. per cwt., ex store, London. Dutch dextrin is 22s. per cwt. for superior. American anary for prompt to December delivery is 18s. 3d. White, 18s. per cwt., ex store, London, for prompt to December. Dutch farina is 18s. 6d. per cwt. on the spot and 18s. 1½d. per cwt. f.o.b. for November-December shipment.

DAMIANA LEAVES meet with a small demand at about 1s. 6d. per lb. on the spot.

DIGITALIS LEAVES.—Good quality is offered at 120s. per cwt. c.i.f. to arrive. A quantity of inferior quality is on the market.

ERGOT is unchanged. Fine bold Spanish on the spot is still offered at 7s. 3d. per lb., the price to arrive being about 6s. to 6s. 3d. c.i.f. Good Polish on the spot can be had at 4s. 3d., and to arrive 3s. 8d. c.i.f. is quoted. Arrivals this week comprise twenty bags from Germany and Poland.

HONEY.—The public inquiry in regard to the marking of imported honey is notified on p. 499.

HYDRASTIS is quoted at 19s. per lb. c.i.f.

JUNIPER BERRIES.—Fair bold Italian are quoted at about 25s. per cwt. on the spot.

LOBELIA HERB is quoted at 9d. per lb. c.i.f. to arrive, and the same figure is also asked on the spot.

MAGNESIUM.—In the absence of any notable foreign competition, home manufacturers are securing practically the whole of the business, and quote 3s. 9d. to 4s. 3d. per lb. for ingots and sticks and 5s. to 6s. 3d. for powder, according to quality and quantity.

MALE FERN EXT.—Spot sales have been made at 5s. per lb. for 24 to 25 per cent. filicin.

MENTHOL is substantially unchanged, with a fair general demand, Kobayashi-Suzuki offering on the spot at 15s. 6d. per lb. To arrive September-October shipment has been sold at 14s. 3d. c.i.f., with 14s. 6d. asked. October-December and January-March shipments are offered at 14s. per lb. c.i.f., being unaltered.

MERCURY.—There has been a hand-to-mouth business in the home trade, but further orders on a fair scale have been booked for China and Japan, and also India and Australia.

for direct shipment. The American market is reported rather firm, with business done at rates ranging from \$127½ to \$128 per bottle, duty paid. Spot quotations here, less the customary discount, stand at about £22 17s. 6d. to £23 per bottle. U.K. arrivals last month were 1,904 bottles, making a total of 16,083 bottles for the nine months, compared with 9,911 bottles for the same period last year.

MYRRH is firm and unchanged, the sales including darkish Aden sorts at £6 10s. per cwt.

ORRIS.—Florentine sorts are quoted at 35s. 3d. per cwt., and Verona at 31s., c.i.f. London.

PEPPER is easier, fair black Singapore offering at 1s. 4d. per lb., on the spot. To arrive, f.a.q., August-October and October-December shipment is 1s. 3½d. c.i.f. delivered weight. Lampong is 1s. 4½d. spot; to arrive, August-October shipment has been sold at 1s. 4½d. to 1s. 4½d., October-December at 1s. 4½d., and January-March at 1s. 4½d. to 1s. 4½d. c.i.f. d.w. Fair Tellicherry is 1s. 5d. spot, and January-March shipment 155s. c.i.f. Alleppy 1s. 4½d. spot, and January-March shipment 153s. c.i.f. White Muntck is 2s. 2d. spot. August-October and October-December shipment has been sold at 2s. c.i.f., d.w.

PIMENTO is steady at 9d. per lb. on spot. September shipment has been sold at the higher rate of 72s. per cwt. c.i.f. and October at 70s. c.i.f., but subsequently declined to 63s.; October-November is 67s. per cwt. c.i.f.

QUILLAIA is quoted at £48 10s. per ton, ex store, Liverpool, and January-February shipment at £38 c.i.f.

RUBBER is quite firm, and fully 2d. per lb. dearer on the week. The improvement is due to brisk American buying for all positions, and we understand that substantial orders have also been placed in Singapore for direct shipment to New York. It is difficult to trace the reason for the buying, but in reliable quarters it is suggested that the Americans fear that the Colonial Office announcement at the end of the month may prove to be somewhat drastic, and they prefer not to take any undue risk by being caught "short" of supplies. Last week's arrivals were again heavy, and totalled 2,633 tons, whilst deliveries were 1,884 tons, this showing a further increase of 749 tons. The London stock now stands at 70,916 tons, against 39,650 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and October, 1s. 4½d.; November, 1s. 4½d.; December, 1s. 5d.; January-March, 1s. 5½d. per lb.

SAFFRON.—Valencia is quoted at from 67s. 6d. down to 62s. 6d. per lb. as to grade.

SARSAPARILLA is unchanged, the value of good red native Jamaica being 1s. 9d. per lb. Thirty bales native have arrived from Jamaica. Genuine grey Jamaica is quiet at 1s. 10d. per lb., and a few bales of Lima-Jamaica are offered from dealers' hands at 1s. 10½d. Mexican is dull at 10d. per lb.

SEEDS.—The market does not show any signs of improvement, and prices remain unchanged. ANISE.—Spanish is 49s., and Russian 28s. per cwt. CANARY.—Mazagan on spot is 14s. 6d., and 13s. 6d. c.i.f. is quoted for shipment. Saffi is 13s. 6d. spot, and new crop Larache is quoted at 14s. 9d. c.i.f. CUMIN.—Maltese is 55s. spot, and 53s. 6d. c.i.f. is quoted for new crop forward. Morocco is 52s. 6d. spot. CORIANDER.—Morocco is 35s. per cwt. spot and 32s. 6d. c.i.f. FENUGREEK.—Morocco is 14s. 6d. per cwt. spot and 14s. 6d. c.i.f. HEMP.—Manchurian is 16s. 3d. per cwt. LINSEED.—Mazagan is 18s. spot, and 17s. 6d. c.i.f. is quoted for forward shipment. MUSTARD.—English is 30s. per cwt.

SENEGA is firm and meets with hand-to-mouth buying, with up to 5s. 7d. per lb. paid on the spot.

SHELLAC has eased about 10s. per cwt. on the spot, usual standard TN orange quality offering at 245s.; fine orange is 255s. to 330s.; pure button, 280s.; and AC cakey, 220s. per cwt. To arrive, the sales include TN for September-October shipment at 225s. to 222s. 6d.; October-November at 215s.; November-December at 217s. 6d. to 211s. c.i.f.; and December-January at 200s. to 195s. c.i.f. For delivery, sales comprise December at 237s. to 240s. to 227s. 6d.; March at 217s. 6d. to 209s.

WAX (VEGETABLE).—Japanese is steady at 85s. to 87s. 6d. per cwt. on the spot, and October-November shipment is 81s. 6d. per cwt. c.i.f.

Essential Oils

THE general demand appears to have improved slightly, chief interest being centred in American peppermint, which shows a considerable advance in c.i.f. values. Ceylon citronella is scarce and dearer. Star anise and cassia are easier to arrive. French lavender is cheaper on the spot. Sicilian oils have weakened. Paraguayan petitgrain is dearer and American wormwood has sharply advanced.

The following are the quantities and values of natural essential oils (other than turpentine) imported into and re-exported from Great Britain during September, 1927, compared with the same months in 1925 and 1926, also for the nine months in the respective years:—

		1925	1926	1927
Sept. imports (other than turpentine)	lb.	322,615	230,001	350,779
	value	£71,242	£83,636	£89,455
Jan.-Sept. imports	do.	2,960,151	3,301,477	2,784,308
	value	£851,508	£1,019,209	£801,784
Sept. re-exports	do.	95,998	59,390	48,900
	value	£41,261	£20,891	£17,350
Jan.-Sept. re-exports	do.	782,447	620,706	577,650
	value	£298,775	£246,426	£233,156

ANISE (STAR).—"Red Ship" is cheaper to arrive at 2s. 2½d. per lb. c.i.f., and drums at 2s. 0½d. c.i.f. On the spot 2s. 7d. is the nominal quotation.

BERGAMOT.—Spot quotations are cheaper in view of the lower c.i.f. prices current for new crop, and from 22s. 6d. to 23s. per lb. is about the value for 37 to 38 l.a. Prompt shipment is quoted at 20s. to 21s. c.i.f., and new crop at 19s. c.i.f.

CASSIA.—Sales have been made at the cheaper rate of 5s. 9d. per lb. c.i.f. for 80 to 85 c.a., at which there are sellers. On the spot, from 6s. 3d. to 6s. 6d. per lb. is wanted.

CITRONELLA.—Ceylon on the spot is firmer at 1s. 5d. per lb., with very little offering. For shipment 1s. 3½d. c.i.f. is asked. Java oil is firmer at 1s. 8d. spot and 1s. 7½d. c.i.f.

CLOVE.—English distillers quote from 4s. 9d. to 5s. per lb. as to quantity.

COPAIBA OIL is cheaper on the spot at from 2s. 10d. to 3s. per lb., and for shipment 2s. 6d. c.i.f.

CORIANDER.—Finest quality oil, Hungarian or Dutch origin, is quoted at 35s. per lb.

EUCALYPTUS is firm on the spot at from 2s. to 2s. 1d. per lb. for 70 to 75 cineol. Fair arrivals have taken place recently.

GERANIUM.—Bourbon is unchanged at from 12s. 6d. to 12s. 9d. per lb.; 12s. 3d. c.i.f. is quoted for shipment. For Algerian, 11s. 6d. to 11s. 9d. is about the spot value.

LAVENDER.—French oil, 38 to 40 per cent., is cheaper on the spot at from 15s. 6d. to 16s. 6d. per lb.

LEMON on the spot is cheaper at from 6s. 9d. to 7s. per lb. New crop, January-March shipment, is quoted at from 6s. 3d. to 6s. 7d. c.i.f. Prompt varies from 6s. 9d. to 7s. 2d. c.i.f., and it is stated that in Sicily sales have been made at the higher figure.

LEMONGRASS.—Cochin is unchanged at 3s. 4d. to 3s. 5d. per lb. in large drums on the spot, and to arrive at 3s. 3d. c.i.f.

LIME.—West Indian distilled is nominal at 23s. per lb., on which bids would be considered.

MANDARIN on the spot is steady at 24s. per lb.

ORANGE.—Sicilian sweet is cheaper on the spot, with sellers at from 9s. 6d. to 10s. per lb. For October-December shipment 9s. 6d. c.i.f. is quoted. West Indian sweet is scarce on the spot, limited supplies offering at 8s. 6d. Bitter is 9s. Californian sweet in cases is 7s. 9d.

PEPPERMINT.—Considerable activity has taken place in U.S. during the week, and prices there have sharply advanced, some brands showing an increase of 2s. per lb. For shipment, 13s. 6d. per lb. c.i.f. is about the minimum quotation with an advancing market. On the spot there has been little interest shown, and from 13s. 6d. to 14s. 6d. was quoted on Wednesday. Japanese dementholised, after a slight decline to 6s. 9d. with sales, is steadier on the spot at 6s. 10½d. to 7s. per lb. for Kobayashi-Suzuki. To arrive, October-December shipment is 6s. 3d. to 6s. 6d., and January-March shipment 6s. 3d. c.i.f., with little doing. Buyers of either position at 6s. c.i.f.

PETITGRAIN.—Paraguayan has advanced at 6s. 6d. per lb. c.i.f. to arrive. On the spot 6s. 9d. would probably now have to be paid.

PINE.—Sales of *Abies Siberica* have been reported at 3s. 6d. per lb. *Pinus pumilionis* is quoted at 8s.

ROSEMARY.—Spanish oil is quoted at from 2s. 3d. per lb. down to 2s., as to grade.

ROSEWOOD (BOIS DE ROSE).—Usual Cayenne quality is cheaper on the spot at from 2s. 3d. to 8s. 6d. per lb. in bulk quantities.

SANDALWOOD (OL. AMYRIS).—Spot sellers of West Indian quote from 6s. 9d. to 7s. per lb.

SPIKE.—New crop Spanish oil is now arriving, and holders are quoting from 3s. 4d. to 3s. 6d. per lb. in bulk quantities.

THYME.—Usual commercial grade, Spanish red oil, 23 to 30 per cent. phenols, is quoted at 3s. 6d. per lb. in bulk quantity.

WORMSEED (CHENOPODIUM).—American on the spot is steady at from 16s. 6d. to 16s. 9d. per lb.

WORMWOOD.—American is dearer on the spot at 41s. 6d. per lb. Recently, sales were being made at 35s.

The following arrivals have taken place from the countries indicated during the period October 12 to 19 (inclusive):—Anise, star (Fr.), 5 cs.; bergamot, (It.) 6 cs., (U.S.) 1 cs.; cassia (Ch.), 5 cs.; citronella (Jv.) 22 dm., (Cey.) 10 dm.; clove (Ger.), 11 cs.; cumin (Holl.), 1 cs.; eucalyptus (Aust.), 220 cs., 6 dm.; juniper (Holl.), 1 cs.; juniperwood (Ger.), 5 cs.; lavender (Fr.), 3 dm.; lemon (It.), 1 cs.; lemongrass (Fr.) 1 cs., (Br. Ind.) 8 dm.; lime (B.W.I.), 1 dm.; mandarin (Fr.), 1 cs.; orris (Fr.), 6 cs.; peppermint, (Fr.), 4 cs., (U.S.) 32 cs., 11 dm.; spike (Sp.), 1 dm.; wormseed (U.S.), 3 cs., 1 dm.; undescribed (Fr.), 3 cs.

Pharmaceutical Chemicals, etc.

THERE seems to be very little change to comment on, conditions being generally level on the week. One or two items, previously inclined to be unsteady, are a little healthier. Business has been fair on modest lines.

ACETANILIDE.—The firmer tone reported last week is maintained, and about the cheapest offers on spot are from 1s. 6½d. to 1s. 6½d. per lb. for B.P. crystals and powder.

ANIDOPYRIN is dull, with dealers quoting at about 8s. 6d. per lb.

ASPIRIN.—There has been a good demand, and the market is very steady: quoted from 2s. 3½d. to 2s. 4½d. per lb. according to quantity and make.

BARBITONE is unchanged, but the market is dull and easy at 5s. 8d. per lb. for quantities.

BENZOIC ACID (B.P.) remains quiet, with quantities quoted from 2s. 1d. to 2s. 1½d. per lb., ex works. Continental, p.f.f.c., 3s. spot.

BROMIDES.—A steady demand is reported, with no further change in prices; dealers: ammonium, from 2s.; potassium, B.P. granular, 1s. 8½d.; crystals, 1s. 8½d.; sodium, 1s. 10½d. to 1s. 11d. per lb., for large quantities, in cases, ex store; British makers' quoted prices are unchanged; ammonium, 2s. per lb.; potassium, B.P. crystals, 1s. 8½d.; granular, 1s. 8½d.; sodium, B.P., 1s. 11d. per lb. for quantities.

CALCIUM LACTATE continues steady, with a fair demand, dealers quoting from 1s. 1½d. to 1s. 2d. per lb.

CAMPHOR (SYNTHETIC).—Pure powder is quoted at 2s. 3d. per lb., less 5 per cent., in one-cwt. cases.

CHLORAL HYDRATE.—The position at the moment is rather disturbed, but tends to point to firmer conditions; duty-paid crystals, about 3s. 3d. per lb.

CITRIC ACID (B.P. crystals) is unchanged, and has been very slow this week. Secondhand foreign is about 1s. 6½d. per lb., less 5 per cent.

CREOSOTE (B.P.) continues to be quoted at about 1s. 8½d. to 1s. 9d. per lb.; market quiet.

CREOSOTE CARBONATE remains very quiet, with dealers offering on spot at about 5s. 9d. to 6s. per lb.

GUAIACOL CARBONATE is slow of sale; dealers might shade their quoted price of about 4s. 9d. per lb. for good business.

HEXAMINE.—A fair amount of business is being done, but most of it at cut rates; quoted from 2s. 3d. to 2s. 5d. per lb., according to grade and quantity.

HYDROQUINONE is still in limited supply on spot, and prices are fully 3s. to 3s. 1d. per lb.

LACTIC ACID (B.P.) is steady and meeting with a fair business; dealers quote from 2s. 6d. per lb.; pale technical, 50 per cent. by weight, £43 per ton, delivered.

METHYL SALICYLATE (B.P.) remains quiet, but prices seem steadier, and only large orders would be booked at the bottom price of 1s. 5½d. per lb.; cwt. lots, from 1s. 5½d. to 1s. 6d. per lb.

METHYL SULPHONAL is dull of sale, dealers offering at about 3s. 9d. per lb.

PARAFORMALDEHYDE (100 per cent. powder) is steady at 1s. 8d. to 1s. 8½d. per lb., in kegs; small parcels, 1s. 9d. per lb.

PARALDEHYDE is unchanged, with the market slow: 1s. 1d. to 1s. 2d. per lb., according to quantity and packing.

PHENACETIN meets with a steady business, and prices are unchanged at 2s. 6d. to 2s. 7d. per lb. for large quantities; small parcels, from 2s. 8d. per lb.

PHENAZONE is now very steady, and the bottom price for large quantities is 4s. per lb.; cwt. lots, about 4s. 1d. to 4s. 2d.; small parcels, from 4s. 3d. per lb. Business has been good.

PHENOLPHTHALEIN is steady at controlled prices: dealers quoting from 6s. 6d. to 6s. 10d. per lb., as to quantity.

POTASSIUM PERMANGANATE (B.P.) is slow of sale, but steady at about 6½d. per lb., in drums, ex store.

RESORCIN is unsteady, and quotations vary from about 3s. 9d. up to 4s. 3d. per lb., with most business of any size at the lower rate.

SALICYLIC ACID (B.P.).—So far there has been no material change, and makers are reported to be unwilling to accept less than 1s. 2½d. to 1s. 3d. per lb., the cheaper price for half-ton lots.

SALOL is steady at unchanged prices: crystals, 2s. 3½d. to 2s. 3½d. per lb.; powder, 1½d. per lb. more.

SODIUM BENZOATE (B.P.) continues steady but quiet, with foreign powder offering at about 1s. 7d. per lb., ex store.

SODIUM DIETHYLBARBITURATE remains slow of sale, with dealers quoting at about 7s. 10d. to 8s. per lb.

SODIUM SALICYLATE (B.P.).—A fair business of limited-size continues, with no further change, and some of the best makes would be over these prices: crystals, from 1s. 8d.; powder, from 1s. 7½d. per lb., for quantities in cases.

SULPHONAL is steady at 6s. 9d. to 7s. per lb.

TARTAR EMETIC is unchanged, with technical 43 to 44 per cent. at about 10½d. to 11d. per lb., ex store. B.P. crystals or powder is 2s. 1d. to 2s. 3d. per lb.

TARTARIC ACID (B.P. crystals).—A further week of slow markets is reported, but prices are being maintained, with spot at about 1s. 2½d. to 1s. 3d. per lb., less 5 per cent. for foreign.

TERPIN HYDRATE remains dull, dealers quoting from 1s. 6d. per lb.

THYMOLO is offering at about 10s. 3d. to 10s. 6d. per lb. for B.P. fine white. Business has been slack for some time.

VANILLIN (100 per cent. from cloves) meets with very little demand, dealers quoting from about 16s. 9d. to 17s. per lb.

Among the chemicals which have paid Key Industry duty during the period September 27 to October 11 are the following:—Acetic acid, £250; atophan, £183; cadmium hydroxide, £1,350; carbon tetrachloride, £137; cerium nitrate, £137; copper oxide, £125; metaldehyde, £1,022; methyl salicylate, £119; sodium glycerophosphate, £104; sodium salicylate, £130; vanillin, £239; undescribed chemicals, £4,420.

Industrial Chemicals, etc.

London, October 19.

CONDITIONS show little change on the week. Cornish arsenic remains firm. Cream of tartar is unchanged, but remains slow of sale. Formaldehyde and formic acid have been in good demand.

ACETIC ACID is moving in normal quantities, with dealers' prices steady: 80 per cent. technical and 80 per cent. pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

ACETONE is firm: B.G.S., in drums, £59 to £61 per ton, ex store.

ALUM meets with little inquiry: spot parcels are about £3 10s. per ton, in casks, ex store; cheaper for quantities to arrive.

AMMONIA (ANHYDROUS) is unsteady and quieter: dealers' prices are very keen at about 9d. to 10d. per lb., in loaned cylinders, carriage paid; cheaper for contracts.

ARSENIC is not materially altered, but the tone is firm. Business has been reported in white Cornish at around £18 5s. per ton f.o.r. mines, and although this figure might be shaded, some sellers are asking up to £18 10s. Mexican high-grade is £18 5s. c.i.f. Liverpool.

COPPER SULPHATE.—A fair business has been reported, and f.o.b. terms for export remain at about £24 10s. to £25 5s., less 5 per cent., for casks, according to brand and quantity. U.K. exports for last month were only 1,416 tons, against 1,432 tons the same month last year, and the total for the nine months is 36,014 tons, against 35,292 tons the same period last year.

CREAM OF TARTAR has been quiet all the week, with quoted prices for foreign on spot about 94s. 6d. to 95s. per cwt., less 2½ per cent. The market is unsteady.

FORMALDEHYDE has been in brisk demand and prices for 40 per cent. by volume are firm from £39 to £40 per ton, ex store.

FORMIC ACID is a shade dearer, with dealers quoting 85 per cent., in carboys, at £46 per ton and upwards, ex store; business moving well.

GLAUBER'S SALT remains quiet, with spot parcels quoted at about £3 12s. 6d. per ton, in single bags, ex store; cheaper for quantities to come forward.

ISOPROPYL ALCOHOL remains in no great demand, but prices for good makes are steady at 11s. 9d. to 12s. 6d. per gallon, in drums, delivered.

LEAD PRODUCTS.—The market closes very firm forward. Lead acetate is steadier and business is better: brown, £40;

white, £42 per ton, in casks, ex store; red lead, imported, £26, c.i.f. London; white lead, imported, dry, £27 2s. 6d.; ground in oil, £28 12s. 6d., c.i.f. London.

OXALIC ACID continues to meet with a fair inquiry at about £30 per ton; small parcels, 3½d. per lb.

POTASH CAUSTIC remains quiet, with the Convention prices unchanged: 88 to 92 per cent. solid, £30 10s. per ton, in drums, ex store; 15 tons or more, £29 15s., c.i.f. U.K. port.

POTASSIUM CARBONATE is steady, but business does not amount to much: 90 to 92 per cent., £25; 96 to 98 per cent., £27 per ton, in casks, ex store; cheaper for contracts.

POTASSIUM CHLORATE is steadier, although business is still quiet: large quantities, from 2¼d. per lb.; small spot parcels, from 3d. per lb.

POTASSIUM PERMANGANATE has been very quiet: dealers' price for commercial quality, in two-cwt. drums, is about 5½d. per lb., ex store.

POTASSIUM PRUSSATE continues in fair demand for yellow at 6½d. per lb., in casks, ex store.

SAL AMMONIAC is steady, with a fair business moving: dog-tooth crystals, £29; medium, £28; fine white crystals, £19 per ton, in casks, ex store; cheaper for contracts.

SODIUM ACETATE is receiving good inquiry at about £18 5s. per ton, in casks, ex store; supplies limited.

SODIUM CHLORATE is steadier, but still rather quiet: large quantities, 2¼d. to 2½d. per lb.; small spot parcels, 3d. to 3½d. per lb.

SODIUM HYPOSULPHITE has been dull and unchanged: dealers quote pea crystals £15 2s. 6d. to £15 5s. per ton, in one-cwt. kegs; commercial quality, £9 10s., in casks, ex store; British makers' price for pea crystals to home consumers on contract, £15 5s. per ton, carriage paid to buyer's station.

SODIUM NITRATE is fairly steady and business on small lines is better: 95 per cent., £11 7s. 6d.; 96 per cent. refined, £11 15s. per ton f.o.r. docks, London.

SODIUM NITRITE is unchanged, with a fair amount of small business moving: 100 per cent. basis, £19 7s. 6d. per ton and 20s. per cwt., docks, London.

SODIUM PRUSSATE is steady on a fairly bright market. dealers quote from 4¼d. per lb. for quantities, in casks, ex store.

SODIUM SULPHIDE is unchanged on a quiet market: 60 to 62 per cent. solid, £11 2s. 6d.; broken, £12 2s. 6d. per ton, in drums, ex wharf.

SULPHUR.—A moderate demand is reported for crude at £6 5s., to £6 7s. 6d., and refined is £13 7s. 6d. for flowers, £12 for refined ground, and £10 15s. for roll, all c.i.f. to arrive.

UREA is quoted by dealers at unchanged prices: technical, 9d.; chemically pure, 10½d. per lb., ex store.

COAL-TAR PRODUCTS, ETC.—Continental naphthalene has advanced sharply and is now firm. Pitch, although quiet, is inclined to be firmer at unchanged prices. Other products are about unchanged on the week with business on limited lines for most products. ANILINE OIL is unchanged and fairly active: 8d. per lb., packages extra, carriage paid. ANILINE SALT continues steady at 8d. per lb., packages extra, carriage paid. BETANAPHTHOL is well maintained at 1s. 0½d. per lb., carriage paid. TOLUOL is slow and unsteady: commercial 90s, 1s. 7d.; pure, about 1s. 10d. per gallon, at works. XYLOL remains dull: pure, about 2s. 3d. to 2s. 4d.; commercial, from 1s. 7d. to 1s. 8d. per gallon, at works. CARBOLIC ACID crystals have been quiet but steady, the position remaining unchanged: crude carbolic is steady from 2s. 5d. to 2s. 6d. per gallon. CREOSOTE OIL continues in good request, with prices fully maintained: ex works, 8d.; f.o.b., 8½d. per gallon, in bulk quantities. CRESYLIC ACID is firm, with the demand active; a substantial business has been done forward at about 2s. 5d. to 2s. 6d. per gallon, naked, for ordinary pale quality. NAPHTHALENE is much dearer, with Continental flakes and balls up to £17 per ton, in cases, ex wharf; market is firm. Pure METHYL ALCOHOL is steady but quiet: £46 per ton, in drums, ex store. PYRIDINE is slow of sale and nominal at 6s. per gallon, f.o.b. PITCH has been subdued all the week, but prices for medium soft are steady at from 34s. to 87s. 6d. per ton, f.o.b., according to district.

Fixed Oils, etc.

A FAIRLY steady tone is recorded in a number of products, with a fair business moving. Linsed oil and American turpentine are brighter. Palm oils are in good demand. ACID OILS are dearer, with the market steady: coconut and/or palm kernel, 33s.; groundnut, 32s.; soya, 28s. 3d. spot. CASTOR has been quiet all the week: quoted prices unchanged: pharmaceutical, 52s. 6d.; first pressings, 47s. 6d.; second pressings, 45s. 6d. per cwt., in barrels, on the spot, in not less than one-ton lots. COCONUT.—Prices

show a slight advance, with the market firm: deodorised, spot, 47s. 9d.; Ceylon, 41s. 3d. c.i.f.; Cochin, 52s. 6d., c.i.f. COTTON has remained quiet, but prices are well maintained: deodorised, 46s. 3d.; common edible, 44s. 3d.; soap-making, 42s. 3d.; crude, 36s. 9d. spot. GROUNDNUT.—Prices are dearer, with the market steady: deodorised, spot, 51s.; crude Oriental, 46s. 6d. c.i.f. PALM KERNEL continues steady, with prices unchanged: deodorised, 45s. 3d.; crude, 41s. spot. PALM.—All grades show a slight advance, with the market fairly active and firm: Lagos, 35s.; softs, 34s. 3d.; mediums, 33s. 10½d.; hards, 34s. 3d.; bleached, 37s. 3d. spot. RAPE is steady at slightly better prices: refined, 47s. 3d.; crude, 45s. 3d. spot. SOYA is steady at level prices: deodorised, 41s. 6d.; crude, 37s. spot. LINSEED (raw, naked) has been steady so far this week and prices are well maintained: on spot, 31s.; October, 30s.; November-December, 30s. 3d.; January-April, 30s. 6d.; May-August, 31s. 1½d. Boiled oil, spot, 36s. Hull on spot, 31s.; October, 30s. 10½d.; November-December, 31s.; January-April, 31s. TURPENTINE has experienced some improvement on the week under a somewhat better demand on this side and more activity at American centres. Receipts there have fallen off to some extent, which has helped in stimulating inquiries. Deliveries here for last week were considerably smaller, amounting to only 1,967 barrels, which makes a total since January 1 of 96,233 barrels. Total stocks are 45,595 barrels, against 21,754 barrels in the same date last year. Including the landings and quantities afloat, which are considerably larger, the London visible supply has been now increased to 56,795 barrels. This compares with 32,204 barrels at the same date last year. The spot price closes at 37s. 9d.; November-December, 38s. 9d.; January-April, 40s. per cwt. WOOD.—Hankow is dull at about 79s. per cwt. spot. RESIN.—After a further decline recently a better demand has again been attracted, and this made for some recovery in an irregular market. C.i.f. terms for shipment from America were as follows: B. to M. 18s. 10½d., N. 19s. 10½d., W.G. 22s., and W.W. 25s. Spot terms ex wharf are about 9d. per cwt. over these figures.

LUBRICATING, MINERAL, BURNING OILS, ETC., continue steady and there is little change to report. In some lines there has been more inquiry on the market. BENZOL has been quiet and unsteady: standard motor, 1s. 1½d. to 1s. 2d. per gallon, ex works, in tank wagons; crude 65s, about 11d., pure, about 1s. 8½d. per gallon. FUEL OIL is unchanged; business quiet: 950 gravity, £4; 890 gravity, £4 10s. per ton, ex tank. PARAFFIN WAX and SCALE.—Wax is steady but quiet at 2d. to 4d. per lb., according to melting point. Scale for shipment is quoted from £16 to £16 15s. per ton, c.i.f. U.K. port. PARAFFIN OILS are steady and business better: American standard white, 1s.; water-white, 1s. 1d. per gallon, barrels free; Roumanian white kerosene, 6d. to 6½d. ex tank, 6½d. buyer's barrels filled free, and 10½d. per gallon, barrels free, ex wharf; American water-white kerosene, 6½d., 7d., 7½d. and 11d. per gallon, respectively. WHITE OILS.—A little more inquiry is reported; quoted prices unchanged: special No. 1, £24 2s. 6d.; No. 1, £23 5s.; No. 3 half-white, £20 10s.; No. 4 half-white, £16 5s. per ton, drums and barrels free, ex wharf. SOLVENT NAPHTHAS continue dull at cheap prices: 90 to 160, 10½d.; heavy 90 to 190, 10½d. per gallon, naked at works. PETROLEUM JELLIES.—Some inquiry is on the market; quoted prices unchanged: white to snow-white, £38 to £52; amber and yellow, £17 10s. to £22 7s. 6d.; dark stiff green, about £12 per ton, barrels free, ex wharf, London. LUBRICATING OILS are steady throughout; quoted prices unchanged: spot, pales, £10 to £22 10s.; reds, £11 15s. to £22 15s.; dark cylinders, £12 to £29; filtered cylinders, £19 to £34 per ton, less 2½ per cent., ex wharf, London. Lower prices for tank lots. SOLUBLE OIL and CUTTING COMPOUNDS, £20 to £23 per ton, net. No. 1 RUSSIAN OIL is quoted at £14 5s. per ton, less 2½ per cent., barrels free, ex wharf, London.

Commercial and Produce Notes

Greek Olive Oil

THE olive oil production in Greece, according to a Department of Overseas Trade report, varies considerably from year to year, two bumper crops very seldom coming in succession. Great hopes were founded on the 1926 crop, but, unfortunately, early in the year the olive trees were attacked by the *dacus* fly, which caused great damage and a very appreciable reduction in the output. This reached only 63,045 tons instead of 95,000, as anticipated. The following figures show the production of olive oil, in tons, during the last four years: 1923, 53,270 tons; 1924, 115,900 tons; 1925, 44,830 tons; 1926, 63,045 tons. The production of edible olives for the same period amounted to: 1923, 21,560 tons; 1924, 77,400 tons; 1925, 33,300 tons; 1926, 42,000

tons. The export of olive oil was prohibited from July 1925, and only comparatively small quantities were exported under licence. In March 1927 the prohibition was removed.

Bulgarian Rose Oil Exports

DURING the month of May 1927 Bulgaria exported 55 kilos of rose oil, valued at 4,483,123 levas, consigned to the following countries: Italy, 480 grams; United States, 29 kilos; France, 24 kilos; Czechoslovakia, 1 kilo; Switzerland, 100 grams; other countries, 1 kilo. According to the official statistics the total exports of rose oil from Bulgaria during the first five months of 1927 amounted to 351 kilos, valued at 27,320,949 levas.

The Suzuki Company

FOR the purpose of safeguarding the trade-mark and other rights of Suzuki & Co., the directors are now planning to establish several corporations independently of the Suzuki Co. succeeding to those rights. The trade-mark rights in menthol, camphor oil, insect flowers, etc., have already been conveyed by deed to Mr. Michihiko Doi, who is related to the Suzukis, and Mr. Doi and several others have organised the Suzuki Goshi Kaisha. The office of the new company has been established in the Meikai building at Kobe.

Java Cinchona and Coca Exports

THE following table gives the exports of cinchona and coca from Java during the first six months of the present year, compared with those during the corresponding period of 1926 (amounts in kilos):—

	Cinchona		Coca	
	January-June		January-June	
	1926	1927	1926	1927
Great Britain ..	361,667	325,182	—	—
British India ..	—	36,022	—	—
France ..	16,537	—	18,819	—
Germany ..	—	—	20,745	41,026
Japan ..	337,185	249,872	128,563	168,262
Netherlands ..	1,946,621	1,933,063	507,126	346,781
Total ..	2,662,010	2,544,139	675,253	556,069

Exports of quinine from Java during the first six months of 1927 were 16,037 kilos, against 78,725 kilos during the same period of 1926.

Peruvian Cinchona

ACCORDING to a report by H.M. Consul at Callao, cinchona is now only gathered in scattered quantities in the Province of Tumbes, and Sullana, in the extreme north of Peru, adjoining the Ecuadorian frontier, and to a very small extent in the Province of La Convencion, Cuzco, in Southern Peru. In 1925 the export of Peruvian bark amounted to 46 tons, valued at £p.4,260, which went to Germany and France. On the other hand, Peru is obliged every year to import large quantities of quinine to combat the endemic plague of malaria. In the meantime Java has obtained control of the quinine industry, and exercises a virtual monopoly of the business. This situation has begun to alarm public health authorities throughout the world, who realise the importance of a free market in quinine in the interests of malaria control, and at the Seventh Pan-American Sanitary Conference held in Washington in September 1926 a resolution was passed recommending the resuscitation of the cinchona industry in Ecuador and Peru. The recommendation has awakened a certain amount of interest in Peru, but it is recognised that if the scientific cultivation of cinchona is to be attempted in that country, this enterprise must be assured of the material support of the Government.

Zanzibar Cloves

IN reviewing the Zanzibar trade prospects for 1926 a general restriction of business was foreshadowed, following the heavy export and import transactions effected during the preceding year. The normal reaction from this cause has been accentuated both by the fall in clove prices and by the lateness of the clove harvest. Signs are not wanting that the clove industry, as represented both by producers and dealers, is making a substantial effort to adapt itself to the lower price-level which has been imposed upon it. During the coming year (says the annual report of the Protectorate for 1926) the industry will enjoy the compensation of an output considerably in excess of average dimensions. The expectation appears to be justified that a moderate recovery in all branches of trade will be realised in 1927. The amount of cloves harvested was small, being just over 3½ lakhs of *frasilas*. The picking of the main crop of the 1925-26 season

came largely in 1925, and the July (Masika) harvest was light. The December (Mvule) crop was late in 1926, so that the bulk will come into the 1927 returns, but the weather was good and the cloves harvested in December were of excellent quality. Prices reached a lower figure than in 1925, the range being rs. 12 to rs. 19½, the latter figure being reached only in the early part of the year. The bonus paid on bearing trees, at the rate of rs. 15 per 100 trees, amounted to rs. 4,51,000 for Zanzibar and Pemba, as compared with rs. 4,75,000 for 1925. The decrease is due mainly to the fact that several bonuses for 1924 were paid in 1925. The bonus paid on young trees amounted to rs. 47,000, compared with rs. 26,000 in 1925.

Grass Tree Gum

SOME interesting and additional facts concerning grass tree gum (*C. & D.*, September 25, p. 530) are given in an article by George H. Lincks, of New York, in the "Paint, Oil and Chemical Review." Australia is the only known source of supply, and the resin is obtained from the leaf bases, being gathered by stripping the crown of the leaves. It is claimed that the tree, which is protected by the leaves, does not recover from the extraction of the resin. It is therefore considered probable that the available supply will not meet the commercial requirements beyond the next ten or twelve years. The gum is gathered in the dry season. The gatherers are forced to proceed farther into the recesses of the island forests, frequently without proper roadways for the teams to operate. At the present time they are working forty-six to fifty miles inland. The gathering is usually limited to about eight months. There is a full four months period of rainy weather, during which little or no gum can be gathered. If the gum is gathered, and after being gathered not removed before the rainy season, it is almost impossible to recover the gum, which is stored in the open.

Considering the difficulties of gathering and the distance from the island seaport, now nearly fifty miles, as well as the necessity of transporting to the mainland by small steamers, it is remarkable that this gum, which comes a distance of several thousand miles, is still sold at so low a price. The production per annum is not known exactly, though possibly it averages several thousand tons per year, but this quantity will be steadily reduced unless there should be a new growth of the tree. The consumption in the United States has considerably increased during the last two or three years. The importations for the first eight months of this year has averaged nearly 100 to 150 tons a month. European, principally German, importations have also increased largely. One gatherer has increased his working force to fifty men—strippers they are called—and is producing at least 200 tons a month.

A SHELLAC SUBSTITUTE

Yacca gum has been used in several directions as a substitute for shellac, although, unfortunately, it is without the strength of shellac. It dissolves very readily in alcohol, giving a very deep reddish or mahogany shade. It will make a good primer over an oil stain. It can be used with pigments and in connection with castor oil or balsam fir. The gum, when dissolved in alcohol, makes an excellent spirit enamel. It sprays readily.

The principal usages have been for stains, as an adulterant with sandarac and other gums in order to give an orange shellac shade, in the fireworks trade, where it is used largely for the so-called red fire sticks or torches, and lately in the millboard and linoleum trades, where the consumption has increased enormously. If the gum could be bleached, and had more of the strength of shellac, it could, to a very much larger extent, be used in connection with shellac. At present the proportion would hardly be in excess of eight or ten per cent. displacement of shellac in any compound. The gum has sold within recent years at as low as 2½-3c. per lb., and is now worth 3½-4c. per lb. The importation in the United States is limited to a very few dealers, and it is considered altogether likely by these direct importers and distributors that the gum valuation will reach 4c. to 4½c. per lb.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Insurance Payments for 1927

SIR,—Your correspondents on Insurance payments for 1927 will perhaps find some consolation in the fact that history is merely repeating itself, as shown by the following extract from the "Journal of the R.A.M.C.," Vol. 18, No. 1, dated January, 1912, in an article dealing with the medical and surgical treatment of the Army in Flanders, in the years 1696-97: "In March, 1697, Isaac Teale, Jonathan Leigh, Robert Gower, Edward Harle, and James Anderson, apothecaries, applied for the payment of £5,888 2s. 2d., due for drugs and medicines for the Army and Hospitals in Flanders in the year 1696. Their claim is minuted 'MY LORDS allow only the sum of £4,838 12s. 5d., and DISALLOW the rest.'" It may be some consolation to know that our honoured predecessors also suffered "discounting," but one could scarcely quote this precedent when the wholesalers' bills fall due. Baldly stated, we are actually being called upon to finance, temporarily, at least, a State department; though the duration of, and interest on, the loan have not yet been determined. It is surely a paradox that while on the one hand surpluses have accumulated which enable the extension of benefits to include optical and dental treatment, the drug fund should have reached its present condition. Any official attempt at economy naturally takes the line of least resistance. An increase in the amount payable by insured persons would have remedied the deficit, but the power of resistance in this direction renders such a step inexpedient. Reduction of the medical capitation fee might have been attempted, but past experience has shown how such an effort is resisted. Threats to resign from the panel, or violent and ill-warranted criticism of the R.P.U. organisation, will merely make the situation more difficult. Satisfactory results will not be attained until the voice of pharmacy is united, and the Government and the public have been convinced that the services of the pharmacist are worthy of adequate payment. The task is one in which the Society, with the R.P.U. and every pharmacist on the register, should join. It entails political activity and publicity, and is appropriate to be undertaken by the Parliamentary Fund Committee. As a first step, a full and authoritative inquiry into the whole working of the N.H.I. Acts should be asked for, with a view to amendments in working which would secure a fairer distribution of funds in proportionate return for services rendered. Whether such an inquiry will be asked for depends upon the strength of the demand, and it is up to every individual pharmacist in the country to express, in some effective way, his opinion on the suggestion.

Yours faithfully,
H. LONG.

Chippenham.

SIR,—We have letters and expressions week after week on the National Health Insurance—and nothing done. Why do not panel chemists have an association (100 per cent., or as near as possible) and get busy and, if necessary, obstreperous? We have had enough of the "it isn't possible" argument against us. Let us use it for ourselves. To think of taking such action, of course, we should have to know our case, and to know it so as to be able to state it so that our opponents could understand it and find it unanswerable. For this we should want to know what the total national contributions amount to yearly; how this is divided; what part is paid for administration; what paid to doctors; what paid for drugs and appliances; what paid to chemists for dispensing and supplying; how and where reserves come from; and why there are any reserves if some who are giving service are not being paid at market value for the service they give. I have heard a member of a chamber of trade

advise his fellow members to look into the National Health Insurance business. He said it was quite time they—business men—employers—were out after the accumulated reserve (£40,000,000, he declared). He argued that if the contributions paid brought in so much that, after spending the required amounts for medical benefits and administration, a reserve amounting to so much was accumulated, that proved that the contributions were too high. We have approved societies providing insured persons with spectacles and artificial teeth. Colds are got through wet feet and insufficient clothing. Why not also provide good boots, overcoats, mufflers, etc., with this money that they are overpaid while we are underpaid?

Yours faithfully,

A MON O' PEACE (18/10).

SIR,—It is certainly encouraging to read that the outlook for the insurance payments is more favourable than has been anticipated, and we shall all be pleased if this turns out to be correct; but in the meantime we are reaping the first fruits of the new agreement in the shape of the non-arrival of our monthly cheques. This is to some of us a very serious matter. There is, of course, nothing to be done until this year's working is completed and we know definitely by how much, if any, we are the losers; but if there is a discount it would be insane to go on with the scheme, as the calls on the fund increase yearly instead of decreasing. With regard to the termination or continuation of the contract, one can well foresee that following the established precedent panel chemists will be well on their way into the second year's service before they are informed of the final results of the first year's working; it will then be very difficult, if not impossible, to give it up; it would be well if they determined now on their course of action in the event of discounting rather than allow themselves to drift gradually into a position which would mean a continuity of unsatisfactory terms and further loss of money. This could be done at once by all the local areas giving notice to the R.P.U. now that if the present year shows a loss the contract should be terminated, as is provided for in the agreement, or, alternatively, that no chemist will start the second year's work unless we receive an assurance that the fund will cover accounts up to date. If this is not done, I am afraid that we shall find ourselves unwittingly involved in a term of service from which there is no escape.

Yours, etc.,

CHEQUED (17/10).

SIR,—Much ink has been spilt and fire engendered over this subject uselessly. If a united front is to be shown in any future negotiations for increased payment of Insurance dispensing, a beginning should be made now by the R.P.U. arranging an agreement with all the multiple stores for united action. At the end of the current year notice of termination should be given on behalf of all the panel chemists (including the above), with an intimation that a 6d. dispensing fee be the minimum in future if the Ministry desire us to continue. If such united action be possible, I trust the R.P.U. will "get a move on"; but if not, for goodness' sake let us stop talking of resignation, for action except *en bloc* would be useless.

Yours, etc.,

UNITY (19/10).

Insurance Prescribing

SIR,—All your contributors to the discussion on the above subject seem to have overlooked one vital point. That is that although the medical men are essential to the working of the N.H.I. Acts, pharmacists are not. Consequently, although our cause is a just one, if we elect to put up a fight for our very existence, we shall have to enter the fray practically weaponless. Unfortunately, "the Lord is still on the side of the big battalions" and "might is still right," as it always has been, and will be to the end of time. Were it possible for every individual pharmacist and the companies doing N.H.I. work to resign at once and without notice, it would merely cause a little temporary inconvenience. A "skeleton" dispensing service could soon be "rigged up," with the aid of the medical men, institutions, etc., and we should be the laughing-stock

of everybody. We are "in the soup," and the powers that be know it. Whether the peaceful persuasion methods adopted by the R.P.U. in their dealings with the medical men will have the desired effect remains to be seen. If successful, all pharmacists ought to subscribe gladly to the cost of erecting statues to the victors in Tavistock Square or Bloomsbury Square. . . . It seems to me that the only way to restore solvency to the drug fund is to put the machinery of discounting into action ruthlessly against the doctors. If Dr. — was politely told that the State won't pay for So-and-So's tablets at 18s. or thereabouts per gross, that the poor pharmacist can't pay, and that therefore he would have to foot the bill, he would soon come to the conclusion that far less expensive remedies would relieve or cure his patient. The same applies to the frequency of prescribing. The doctor should be told that, in his own interests, he should watch this. Why should we lay the information and do the dirty work? We are not paid for it; the doctor is. If I were not a confirmed optimist I should have been playing a harp or other musical instrument in another sphere long ere this. But optimist though I am, I cannot share in the views of a friend who professes to see a great future for pharmacy and the individual pharmacist. The latter, in my opinion, will be as extinct as the dodo in a few years' time. We may expect to see the last specimens on exhibition, surrounded by specie jars, carboys, pestles, mortars and other emblems of his craft, the walls adorned with prints of Galen, Æsculapius, etc. A suggested explanatory description of the exhibit is as follows:—"Here sits —, who never really flourished, but eked out a meagre existence between the years 1912 and 1937. He gave his services gratuitously to the State, oft-times even at a monetary loss to himself. On his retirement to the workhouse, after a long but unsuccessful fight against overwhelming odds, he was presented by a grateful country with a smoking cap (here seen covering his noble brow) and a packet of Woodbines. He is one of the last authentic surviving specimens of the old-time pharmacist."—Yours faithfully,

A. W. CORNISH.

Bristol.

SIR,—May I be permitted one or two remarks on "Xrayser III's" comments on my letter (*C. & D.*, October 1, p. 425)? We can only consider these questions in a general way; the point that individual chemists do not come out equally well is not a new one. In my own case there is hardly a day goes by but what I have to dispense five or six scripts for proprietaries which, although expensive, only carry a twopenny fee, so I know only too well the position some men may be in; but this does not alter the general case. With regard to the cost of material being covered, this would not be so with patents; suppose we were discounted, say, 10 per cent. over all, then on an article costing 5s. I should be actually making the customer a present of fourpence.—Yours faithfully,

IDROFILE (4/10).

Advertising Through Gifts

SIR,—I am not surprised if it is correct, as stated by "Watchful" (*C. & D.*, October 1, p. 437), that there has been a serious falling off in the turnover of those goods which have figured in the free gift schemes. I consider that any firm possessing a well-known branded article by participating in these schemes is not only giving away its goods, but its goodwill as well. What sort of estimation is the public likely to have for a commodity which they can obtain free with a cake of soap or something of that kind, and what are they likely to consider the real worth of goods which are sold at two for the price of one? Personally, if I were a member of the general public and in the habit of purchasing one of these lines I should wonder how much I had been paying over the real cost in the past, and look out for something which would answer my purpose equally well at what I considered a more suitable price.

Yours faithfully,

TIMEO DANAOS (8/10).

Analytical Methods

SIR,—Your correspondent "Chloraqua" is not correct in stating that "the Insurance Act takes no notice of the use of distilled water in compounding medicines." Paragraph 15 of Part I of the drug tariff is as follows:—

"15. Interpretation of the term 'Aqua.'—Where the term 'Aqua' is used in a prescription without qualification, it shall be interpreted by the chemist to mean ordinary potable water, except that the term shall be interpreted to mean distilled water (1) where the Insurance Committee, after consultation with the Panel Committee and Pharmaceutical Committee, have decided, with the approval of the Minister of Health, that the water ordinarily available is unsuitable for dispensing purposes, (2) in the case of all preparations intended for application to the eye, and (3) in cases where, in the opinion of the chemist, the use of ordinary water would result in an undesirable alteration in the character of the medicament prescribed. The use of distilled water under (3) above should be recorded by the chemist on the prescription form."

Yours faithfully,

SHAMASH (18/10).

Commissions on Sales

SIR,—Have "Practical Salesmanship" and "Tactful" ever had any personal experience of commissions on sales? By their statements it would appear that they have not, but are merely theorising. As one who has had twenty years' practical experience of commission, both as payee and payor, I say unhesitatingly that it is a success with proper safeguards. The competent manager or principal would very quickly stop "undue pressure on customers and the annoying pushing of goods bearing commission," and would make his staff realise that salesmanship does not consist in selling unwanted articles to customers, but in tactfully persuading the customer to want the goods that the salesman is desirous of selling. As regards the first counterman grabbing all the best sales, this is easily settled, only needing a ruling from the person in authority that each salesman at the counter takes customers as they come, with no picking and choosing. The second, third, and fourth salesmen would then get a fixed share of the "plums" according to seniority. It may not be generally known that a certain multiple firm some eighteen years ago decided to do away with commission on account of its drawbacks. Salaries were stabilised on salary and average commission all round, but within a year so great was the increase in "patents" and decrease in own packed goods that the old system of salary and commission on sales was resorted to, and is still running. *Verbum sap.*

I am, etc.,

PAYOR (19/10).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

Cherry Stalks

I understand that there is a continuous and increasing demand for cherry stalks from chemists and druggists for making an infusion. Information concerning their medicinal properties (if any) does not appear to be readily obtainable from text-books, but should any reader of this note have definite knowledge of their full medical uses, the information would be appreciated.—X. Y. (19/10).

A Fain Wish

Disciplinary powers have been suggested for application in cases in which chemists and druggists are proved to be the sources of supply for unqualified dealers who sell articles which chemists regard it as their own peculiar province to deal in. It is, of course, extremely annoying to find that small shopkeepers can readily procure supplies of goods which the manufacturers refuse to sell except to chemists, but I fear that we shall have to wait a very long time before the chemists who act as intermediaries in such instances are struck off the Register for so doing.—Long Sight (5/10).

Legal Queries

Vin. Zingib. (3/10) asks if a wine essence of which the following are the ingredients can be sold without licence:—Tinct. zingib. fort., 10 oz.; liq. sacc. ust., 10 oz.; acid tartaric, 10 oz.; glycerin. capsici, 5 oz.; water, 18 oz.; 5ij. of this and sugar to be added to 1 gall. of hot water. He wants a non-alcoholic wine for his Christmas trade, and is anxious to be assured that this is a non-alcoholic ginger wine.

[So far as regards the requirement of an Excise licence, it has not been the practice of the Board of Customs and Excise to require a licence to be taken out where the liquid contains not more than 2 per cent. of proof spirit, and there is no reason to think that any change has taken place in this respect. But as regards the requirement of a Justices' licence for the sale of this liquor, the position is a difficult one since the decision of the High Court in the recent *Wincarnis* case from Brighton. Since that decision it has become dangerous to sell without a wine licence anything described as a wine of any kind.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. R. C. (South Africa) (20/9).—MEAT AND FISH PASTES.—Meat pastes are made by adding to the particular meat basis about one-third of its weight of bacon or fat pork, passing through a mincing machine, pounding to a paste in a mortar, and adding the required flavouring. Fish pastes are prepared in a similar manner; for example, anchovy paste may be made by cooking fresh herrings, adding a proportion of salted anchovies, and making into a paste with bacon or lard. Salt and seasoning is added to taste. The following recipes are from "Pharmaceutical Formulas":—

Anchovy Paste
Powdered anchovies... 1 lb.
Vinegar ... 4 oz.
Salt ... 2 oz.
Flour ... 2 oz.
Water,
Annatto,

of each, a sufficiency

Pound the anchovies, put them in a pipkin with the vinegar, boil for a few minutes, and pulp through a hair sieve. To the proportion which passes through add the salt and water to give consistence. Boil for a few minutes and add the annatto. A little cayenne is sometimes desired.

Potted Beef

Beef ... 7 lb.
Ground rice ... 1½ lb.
Powdered cayenne,
Powdered mace,

of each, a sufficiency

Potted "Hare."

Beef ... 4 lb.
Rabbit ... 3 lb.
Ground rice ... 2 lb.
Savoury herbs,
Cloves,
Allspice,

of each, a sufficiency

Prepare as described above.

Ordinary potted meats in jars are made thus: Cook the fresh meat until tender, cool, remove bone and sinew, chop fine, and beat into a paste in a mortar, adding gradually a suitable spice and a little melted dripping. Press the paste tightly into clean jars, pour a layer of melted butter or pure mutton fat over the surface to the depth of a quarter of an inch, and cover. If packed in tins the whole would need to be sterilised or "processed" and sealed while warm. An example of the flavourings used is:—*Potted brown*: To 40 lb. meat add salt 1½ lb., white pepper 3oz., nutmeg 1 dr., onion ¼ oz. Preservatives are sometimes added, but care should be taken not to infringe the food and drugs regulations of the countries in which the products are to be sold.

A. E. P. (27/9).—DRY-ROT TREATMENT.—Magnesium silico-fluoride is toxic in concentrations of 0.1 per cent., but for use on timber a 5 per cent. solution is employed, being applied to the wood with a brush at ordinary room temperature. It is useless to trust to this fungicide as a cure in the case of wood actually attacked, and care must be taken not to apply it in connection with metal or glass.

P. & W. (3/10).—ZINC-OXYCHLORIDE CEMENT.—This tooth-stopping preparation may be prepared as follows:—

Zinc oxide ... 25 oz.
Silica ... 1 oz.
Borax ... ½ oz.
Glass ... 5 drams

All in fine powder, and the zinc oxide freshly calcined. Mix, sift and keep in a stoppered bottle. When required for use, make into a soft paste with a saturated solution of zinc chloride. A similar preparation may be obtained from any of the dental manufacturing houses.

K. Co. (3/10).—ZINCITE is a crystalline form of zinc oxide, and is mostly obtained from the zinc mines in America. We are unacquainted with any process for manufacturing it.

H. P. C. (5/10).—SYNONYMS.—"Oil of man" is a synonym for *ol. animale*; "odium" refers to *ol. rhodii*.

A. G. W. (6/10).—RICINOLEATE TOOTH PASTE:—

Sodium ricinoleate ... 2 per cent.
Sodium chloride ... 2 per cent.
Calcium carbonate,
Glycerin,
Gelatin,
Flavouring ... of each a sufficiency

W. W. (7/10).—COUGH SYRUP.—The formula of the "black currant and ipecacuanha cough syrup (for children)" for which you ask is as follows:—

Syrup of red poppy ... 2 oz.
Chloroform ... 20 min.
Glycerin ... 4 oz.
Syrup of balsam of tolu ... 4 oz.
Oxymel of squill ... 4 oz.
Vinegar of ipecacuanha ... 2 oz.
Salicylic acid... 12 gr.
Cudbear colouring ... 2 dr.
Syrup of black currant ... 8 oz.

Dose:—For a child of five years, one teaspoonful; other ages in proportion.

A. T. (8/10).—BOOKS ON VETERINARY MEDICINE.—A selection of books on veterinary medicine was given in the *C. & D. Diary*, 1927, 303.

W. B. (10/10).—THERAPEUTIC SUBSTANCES ACT.—Copies of the Act and the Regulations may be purchased at H.M. Stationery Office, Kingsway, London. Editorial articles dealing with the Regulations, then in draft form, appeared in the *C. & D.*, 1927, I, 469 and 496.

E. W. (10/10).—POULTRY SPICE.—The following are typical formulas:—

I	II
Powdered fenugreek... 4 oz.	Fine bran ... 3viij.
Powdered black pepper ... 4 oz.	Ground rice ... 3viij.
Powdered gentian ... 4 oz.	Sodium bicarbonate... 3ij.
Powdered pimento ... 2 oz.	Powdered capsicum... 3ss.
Powdered liquorice ... 12 oz.	Calcium phosphate ... 3ij.
Cayenne pepper ... ½ oz.	One teaspoonful for
Linseed meal ... 20 oz.	eight to ten full-grown
Mix and sift twice.	fowls, and chickens pro-
2 oz. packets, sufficient for	portionately, to be given
the food of 20 hens.	three to five times a week
	with the morning meal.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," October 15, 1877.

Indiarubber Cloth in Diseases of the Skin

M. Hardy, of Paris, has now employed indiarubber cloth instead of poultices or local baths since 1868. It is composed of a layer of caoutchouc adherent to a piece of cotton, and forms an impermeable tissue. After a short time an abundant sweating takes place from the part enveloped, under the influence of which crusts and scales are loosened, the epidermis spreads over the ulcers, and the skin becomes softened. A very rapid mortification of the skin takes place; two or three days of application suffice to completely clean a scalp covered with abundant scales of eczema, etc. After 48 hours, hands affected with chronic eczema, with fissures and cracks in all directions, become cicatrised, and the skin recovers its suppleness. The treatment is of particular value in the second stage of eczema. Oiled silk cannot take the place of the rubber cloth. This method is also serviceable in psoriasis and chronic lichen.



[Commenced C. & D., July 5, 1924]

Market Stalls: Sales of Medicine.—Movable stalls are not regarded as premises, and cannot be licensed for the sale of dutiable medicines (Customs and Inland Revenue Act, 1890); it is consequently illegal to sell or expose for sale such medicines on market stalls. Verbal recommendation, however, does not of itself render medicines liable to stamp duty.

Marmorek's Serum.—(1) A serum obtained from the blood of horses inoculated with highly virulent strains of *Streptococcus pyogenes*; given in doses of 10 to 20 c.c. in erysipelas, measles, scarlet fever, septicæmia, and in mixed infections.—(2) A serum derived from horses treated with a specially selected tuberculosis toxin. Used in the treatment of tuberculosis processes, in subcutaneous or rectal doses of 5 to 10 c.c.

Married Women, Contracts by.—At common law married women were incapable of entering into contracts, and any contracts that they might purport to make were void. But since the passing of the Married Women's Property Acts, 1882 and 1893, married women have been able to contract as freely as any other person. The consequence is that if a married woman enters into a contract she is personally liable under it, and her husband is responsible only if she was acting with his authority express or implied. If a person seeks to make a husband liable upon a contract entered into by his wife upon the ground that she was acting with his express authority, it will be necessary to prove this fact, as in any other case where a principal is being sued in respect of a contract made by his agent. A tradesman may, however, be able to make a husband pay for goods supplied to his wife's order upon the ground that she had implied authority to pledge his credit. This presumption will arise only when the wife is living with her husband and the goods supplied are "necessaries" suitable to the style in which he chooses to live and of a kind that it is usually within the province of the wife to buy. The same presumption of implied authority to buy necessities on a man's behalf may arise when the purchase is made by any other relative or person who is acting as his housekeeper, or even if it is made by his mistress if she is living with him. A divorced woman or a woman living apart from her husband has no implied authority to buy goods for which her husband will be held liable to pay; but if a woman is forced by her husband's conduct to leave him and he makes inadequate provision for her, or if she is judicially separated from her husband, and he defaults in payment of alimony awarded to her, he remains liable to pay for necessities supplied to her. When a tradesman sues a man for the price of goods supplied to the order of his wife upon the ground that she had his implied authority to buy them, it is for the tradesman to show that the goods were necessities. The term "necessaries" covers not only such articles as are essential to existence, but also things that it is reasonable for the woman to purchase, having regard to her station in life and the manner in which her husband conducts his household. The husband can rebut the presumption that his wife had his authority to buy the goods by showing that he had forbidden her to pledge his credit or had made her an adequate allowance for domestic expenses. He will also escape liability if he can show that she was already well supplied with the articles for the price of which he is being sued or that the purchase of the goods was an extravagance. If a man has paid, without demur, for

goods ordered by his wife on previous occasions, this fact will support the presumption of implied authority to pledge his credit. He can put an end to his liability by giving notice to the tradesmen with whom his wife deals that he will no longer be answerable for her debts; but an advertisement of that kind will have no effect unless he can prove that it came to the notice of the tradesmen concerned.

Marshmallow, *Althæa officinalis*, Linn. (N.O. *Malvaceæ*), in this country is by no means a widely distributed plant, occurring chiefly in salt marshes in the South of England and Ireland. The common mallow, *Malva sylvestris*, Linn., is frequently mistaken for it by herbalists in this country. The marshmallow, however, is an upright plant two or three feet high or more, with soft, velvety, and more or less ovate leaves, and pale pink flowers. The common mallow, on the other hand, has purplish flowers and the leaves are rounded and crenate, but they are rough, not velvety. The marshmallow has about eight narrow bracts in the epicalyx, but *Malva sylvestris* only three. The root is chiefly used in this country in the decorticated state by pharmacists, but herbalists generally use the natural root. The leaves also are used and the flowers separately, but these are more generally sold on the Continent. The decorticated root must be kept in a dry place, or it is liable to become mouldy, and the syrup that is obtained from root not recently dried is apt to have a disagreeable flavour and odour. The roots of marshmallow are tough, fibrous and starchy, and when chewed are evidently mucilaginous. The unscraped root bears some resemblance to that of belladonna, but belladonna is not fibrous, and has a short, not a fibrous, fracture. The root possesses emollient and demulcent properties, and a decoction often gives relief in eczema and psoriasis. It contains asparagin and a substance allied to lecithin. The principal constituent, however, is the mucilage. The larger roots found in commercial decorticated marshmallow are possibly derived from hollyhock, *Althæa rosea*, Cav. Marshmallow is cultivated in Germany, France and Belgium, and the roots dug up, when about two years old, and trimmed, scraped and dried.

Martial Law.—Martial law is said to prevail when, during a state of war or of rebellion or riot amounting to war, a country or district is governed by the military authorities after a Royal proclamation to that effect has been issued or notice has been given by the Army commander. So long as the emergency lasts, the jurisdiction of the civil courts is entirely superseded by that of the courts martial so far as the preservation of order is concerned, and the actions of the military authorities cannot be called in question. However, immediately the war or insurrection is at an end the civil authorities *ipso facto* resume control. As the acts done by the military while martial law prevails have no legal justification, it is usually necessary, subsequently, to pass an Act of Indemnity to protect those persons by whom or by whose orders illegal acts have been done.

Mastich.—This resin is the product of *Pistacia Lentiscus*, Linn. (N.O. *Anacardiaceæ*), a diæcious evergreen a few feet high, but under favourable circumstances forming a small tree; it is a native of the Mediterranean from Syria to Spain. The collection of the resin is chiefly made in the northern part of the island of Scio, although excellent mastich might easily be obtained in other islands of the Greek archipelago. Orphanides states that mastich is exclusively obtained from the male plants. The bush is commonly known as the lentisk. The resin is collected in the middle of June by making small vertical incisions in the thin bark of the stem and main branches. It is fit to collect in about fifteen or twenty days, and the collection lasts for about two months, a fine tree yielding eight to ten pounds. The dealers in Scio distinguish three or four qualities, of which the two finer are called "*kulisto*" and "*phliskari*." That which falls to the ground is called *peotta* and the worst *phlouda*. The inferior kinds are used in Turkey in making raki and other cordials, but the finest pieces go to Constantinople for use in rakout for chewing. In Greece mastich is added to wines.

The C.&D. Commercial Compendium

Some pieces occur naturally without incision and are often larger than the usual tears. Although the tears of mastich are generally roundish, pieces occur of an oblong or pear-shaped form. Mastich is naturally dull and dusty from attrition, but it is often washed so that it has a transparent glassy appearance. A variety of mastich is sometimes exported from Bombay which is of a yellowish colour. It is derived from *Pistacia Khinjuk*, Stocks, and *Pistacia Cabulica*, St. When dissolved in half its weight of acetone it deviates a ray of light to the right, just as true mastich does. This is known as Bombay mastich. It may be distinguished by the acid number 103-109, that of Scio mastich being 45-67. Mastich does not dissolve entirely in cold alcohol, but only up to 90 per cent. The residue is soluble in oil of turpentine, and hence mastich does not make a useful varnish, but one that becomes dull in a moist atmosphere, and is apt to crack in a dry one. The mastich used for varnishes and sold in oil shops as mastich is a white damar resin exported from Java and obtained from one or more trees belonging to the *Dipterocarpaceae*. Sometimes the solid resin of *Pistacia atlantica*, Desf., has been sent to this country, but it is usually dirty and has no value. Mastich speedily softens in the mouth, and may be easily masticated and chewed between the teeth. The extensive use of the resin for chewing purposes has probably given rise to the word masticate.

Maté, or Paraguayan tea, is the popular tea of South America, about eight million pounds being consumed annually in that country. It is chiefly obtained from *Ilex Paraguayensis* (N.O. *Ilicaceae*), but in some parts of South America it is also probably obtained from *Ilex Gongonha* and *Ilex thecans*. Yerba maté is indigenous to the country drained by the Paraná and Uruguay rivers and their tributaries. The area over which it is distributed in the state of Paraná alone is some 140,000 square kilometres, but it is found in six other states, as well as in a small part of Argentina and Uruguay, near the Brazilian frontier. It is a large evergreen shrub, frequently attaining the proportion of a tree, not unlike the orange tree in appearance, showing a small greenish-white flower, which in due season gives place to a red berry about the size of a currant, and containing four small and very hard seeds. The branches are cut from the trees in winter, when the leaves are mature and the sap is down. They are carted to the drying station, where the smaller branches and all the leaves are stripped from the coarser wood and passed through the clear flame of a strong fire in an apparatus called the *sapeador*. They are next subjected to a very thorough drying process, amounting almost to desiccation. Complete dryness is gauged by the condition of brittleness in the small twigs. After drying, the leaves, now brittle and of a dull sage-green colour, are ready for a moderate crushing, previous to storage for some months. During this time the leaves undergo a process of natural fermentation. The final process is that of grinding to a coarse powder, which, mingled with a proportion of short pieces of dried twigs, constitutes the yerba maté of commerce. The Brazilian herva matte differs from the Paraguayan yerba maté in several respects, the latter being much less bitter than the former and generally more pleasing to the palate. When gathered and milled it is drunk as tea by no less than 18,000,000 people in South America south of the State of Sao Paulo. It differs from ordinary tea because, possessing only a small quantity of tannin, the longer it is allowed to infuse the better it is. It is said to produce an exhilarating feeling, and is economical in that a second and even a third brew can be made from the same leaves. It can be drunk either hot or cold, and with or without milk and sugar. The taste for maté is an acquired one; in some persons it causes at first symptoms of nausea, but those who take to it use it regularly. The tea is not made in a teapot, but each person has a small gourd or gourd-like receptacle in which some maté is placed with boiling water, and the tea is sucked up through a bombilla or tube (usually of silver) with a strainer at the end.

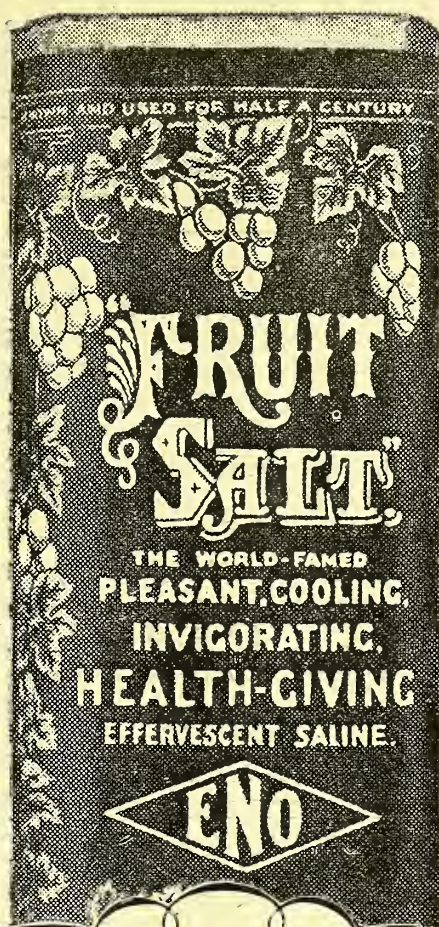
Materia Medica.—The O.E.D. explains the term as a Latin translation of Galen's *ὑλη ἰατρικὴ*, and defines it as (1) the remedial substances used in the practice of medicine (in which sense the earliest quotation dates from 1699), and (2) that branch of medical science which treats of these substances. The New Sydenham Society's Lexicon gives the following:—"... the science which treats of the remedies used in medicine, the places from whence they come, the crude substances or plants which yield them, the methods by which they are obtained, and the means of distinguishing their goodness or purity, or of detecting fraudulent adulteration." Lauder Brunton's definition in his "Text-Book of Pharmacology, Therapeutics and Materia Medica" is substantially the same. (See Pharmacognosy.)

Matico.—This drug consists of the leaves of *Piper angustifolium*, Ruiz et Pavon (N.O. *Piperaceae*), a climbing plant occurring in Central America, but of which several varieties are known. The name matico is loosely applied to other plants that are used as styptics. Thus in Riobamba and Quito the leaves of *Piper lanceaefolium*, H.B.K., are used, and those of *Eupatorium glutinosum*, Lam., in New Granada under the name of matico. *Piper aduncum*, Linn., was found mixed with it in 1864 by Bentley. The leaves of matico are short-stalked, about 6 in. long and 1½ in. broad, and deeply tessellated, the veins being sunk on the upper surface and prominent below, and the leaves are covered with shaggy hairs. In Brazil and Peru a stouter form of matico, with leaves 7 in. to 8 in. long, occurs (var. *A. cordulatum*, C. de C.). Matico is often mixed with or replaced by other species of *Piper*, some of which, although differing in appearance, possess similar properties. Of these Greenish mentions *P. lineatum*, R. et P., *P. camphoriferum*, De C., and *P. angustifolium*, var. *B. ossanum*. These contain matico camphor and borneol. One of the substitutes, *P. acutifolium*, var. *subverbascifolium*, contains pinene and dillapiol. The drug was placed in the British Pharmacopœia of 1885, but it is comparatively seldom asked for in dispensing.

Mats, Cash.—In order to prevent the counter becoming scratched by the constant passing of coins, cash mats are used. These may be obtained in rubber, composition, felt, and other materials, or cash plates of glass, brass, bronze-metal or copper may be used. Those with a serrated or bumpy surface are preferable, as they make it easier for customers or assistants to pick up the coins. The most popular sizes are six inches and nine inches in diameter. Certain varieties of cash mats can be painted with the trader's advertisement. In order to encourage customers to put their coins on the mats and not to slide them along the plate-glass top of the counter, the mats should be placed fairly well forward.

Mats, Door, for Publicity Purposes.—Doormats may be procured with the trader's name and particulars of his goods. As a rule, it is preferable to have the doormat inside the shop rather than in the lobby, and it is advisable to have a recess in the floor. Many different kinds are available—coir, leather, rubber and composition mats—each has its respective advantages. One variety of rubber publicity mats is obtainable in four different standard sizes, and five different colours. This is made in washable material, and is available with bevelled edges, which prevent stumbling and obviate the need for a recess.

Maw Seed.—Under this name seeds of *Papaver somniferum*, Linn. (N.O. *Papaveraceae*), and such of its varieties as have reddish or purplish flowers are sold. The seeds are exactly like those of the white variety, but have a bluish-grey colour due to red colouring matter under the epidermis. Maw seed, or poppy seed, is largely used as bird seed. The white seed of the white-flowered poppy is sold by wholesale druggists under the name of sem. papav. alb., and is derived from poppy heads which are broken or injured in drying and have to be sold as crushed poppy heads for making syrup and extract. Being free from alkaloid, the seeds are non-narcotic.



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Best for all pharmaceutical and industrial purposes

Our chemically pure glycerine is guaranteed to comply with all the requirements of the Food and Drugs Act and the British Pharmacopoeia

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Epsom Salts

Needle Crystals, Pea Crystals, Medium, Desiccated, Ground, B.P., and Commercial.

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ACRIFLAVINE (BOOTS)

ONE of the most potent of modern antiseptics, Acriflavine-Boots is guaranteed physiologically pure and extremely soluble in water. Acriflavine-Boots kills organisms in a concentration of 1 in 100,000. Its potency is actually increased when brought into contact with serum. Acriflavine-Boots is now recognised as the routine preparation for irrigations in the treatment of Gonorrhœa. It is ideal for suppurating wounds and septic conditions of all kinds.

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Address all enquiries to:

WHOLESALE AND EXPORT DEPARTMENT
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MANUFACTURING CHEMISTS AND MAKERS OF FINE CHEMICALS
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Hubbuck's Pure Oxide of Zinc

is made by sublimation, and is
warranted to contain upwards of

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of pure oxide; in fact, the
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Thos. Hubbuck & Son, Ltd.

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24 Lime Street, London, E.C.3

MANUFACTURERS OF WHITE LEAD, WHITE
ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

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in Boxes of 7 lb. and 14 lb. stamped by
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ASPIRIN B.P.

Crystal, Granule or Powder (100 mesh)

ASPIRIN TABLETS

Supplied in bulk only.
Can be supplied coloured if desired.

FINEST QUALITY AT THE RIGHT PRICE.

SODIUM SALICYLATE

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Flake or Powder.

SALICYLIC ACID B.P.

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Telegrams and Cables:
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Sugar-coated Quinine Tablets and Pills.

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THE BEST. THE CHEAPEST.

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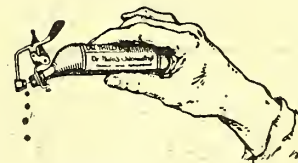
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Absolute Chemical Purity.
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(Sole Concessionaire for the U.K. and Ireland).

Are You Ready?

WINTER NEVER FAILS!

WHITE PINE COUGH SYRUP

GLYCERINE, HONEY & LEMON COUGH BALSAM

CHERRY COUGH BALSAM

(BEST POSSIBLE) B.P. LINIMENT

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ROBERT BLACKIE, Sole manufacturer and proprietor of world-famed
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FREEMAN'S Chlorodyne

The ORIGINAL and BEST. Extensively used throughout the world since 1844.

Best for the Public—Best for YOU—all-ways.
DOES NOT REQUIRE CUSTOMER'S SIGNATURE.

Cable Address: "Chlorodyne, London."



'Vitality Pips'

A wonderfully efficient Tonic. Especially prescribed.

P.A.T.A. Retail Prices 1/3 and 3/-

YOUR PROFIT 33½% ON COST.

A Packet on the counter is a real money magnet.

ESTABLISHED 1772 HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care, in the greatest chemical purity, by

Messrs THOMAS & WILLIAM HENRY, 11, East Street, St. Peter's, Manchester.

And is sold in Bottles, authenticated by a stamp bearing their name

Trade Mark, "Henry's Calcined Magnesia."

New York: Messrs SCHIEFFELIN & CO, William Street.

PRICE 2s. 9d.

Paris: Messrs. ROBERTS & CO, 5, Rue de la Paix.

Brings Repeat Orders & Merits Recommendation

Prices

10½d. Size 8/6 doz.

1/3 Size 12/- doz.

3/- Size 27/- doz.

NET.

£2 lots Carr. Paid.

for Coughs, Colds, &c.

Licoricine

ACTS LIKE
MAGIC

Terms

5% discount for Order
of £6 and upwards.

Minimum Retail Prices

10½d. 1/3 3/-

£6 lots show a profit of
33½%

MANDALL & Co., Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne

Something new!

Chevrotines:

Small cylindrical pieces of pure SPANISH LIQUORICE in neat Aluminium boxes or paper bags, or in bulk if preferred.

Puritos:

Small sticks of pure SPANISH LIQUORICE separately wrapped.

*Handy and
convenient Forms
of Genuine
Spanish
Liquorice
at*

*Attractive
Wholesale
Prices.*

SPANISH LIQUORICE is preferred the world over—a comparison of its aroma and flavour with those of other kinds of Liquorice immediately shows the reason why. Let us send you a sample in order to prove this for yourself.

A guarantee of origin and purity accompanies the Liquorice products—Block Juice, 2-oz. sticks, Chevrotines, Puritos—produced by the Agricola Industrial Navarra S.A.

We hold London stocks and can give immediate delivery.

AINSA

The Spanish Liquorice
that comes from Spain.

*Write or 'Phone for Quotations.
Sole Agents for the United Kingdom.*





Petrolagar

(Trade Mark)

FREE TO THE RETAIL CHEMIST.

Until further notice we will allow you ONE BOTTLE of PETROLAGAR FREE with each single order for ONE DOZEN ordered from your wholesaler.

8½% MORE PROFIT FOR YOU.

Petrolagar is an ethical product which never has been advertised to the public.

We make this free offer as a special inducement to the retail chemists to carry ample stocks to meet the demand of the doctors with whom we are carrying on an intensive ethical advertising and detailing campaign for Petrolagar.

You may have ONE 8-oz. BOTTLE FREE with 1 doz. 8-oz. size, any assortment,
or
ONE 16-oz. BOTTLE FREE with 1 doz. 16-oz. size, any assortment
(not a mixed dozen of large and small).

ORDER PETROLAGAR IN DOZEN LOTS FROM YOUR WHOLESALE.

DESHELL LABORATORIES LTD., 1-3 BRIXTON ROAD, LONDON, S.W.9.
PHONE: BRIXTON 1188.



Beecham's Pills

1s. 3d. size	-	11s. 9d. per dozen
3s. 0d. "	-	28s. 0d. "
5s. 0d. "	-	54s. 0d. "

Beecham's Powders

1s. 3d. size (8 Powders)	11s. 9d. per dozen
5s. 0d. " (40 ")	54s. 0d. "

Less 2½% Cash Discount.

A further 5% allowed for Window or other Advertising display.

Orders—Minimum Quantity FIVE POUND
(Assorted sizes, Pills and Powders).

PACKAGES FREE. CARRIAGE PAID.

TERMS: CASH WITH ORDER.

All communications to be addressed
and cheques made payable to—
BEECHAM ESTATES & PILLS LIMITED,
ST. HELENS, Lancashire.

DUTCH
Sugar
of Milk.
"THE BEST"

HOLLANDSCHE
MELKSUIKERFABRIEK
Amsterdam

WESSANEN'S
COCOA BUTTER
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Sales Office:

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Phone: City 6158 Manchester. Wires: "Perborina."

'OLIVBYN'

An Ideal Nutrient Food for young and old; an excellent substitute where cod liver oil is not easily digested.

'OLIVBYN.' An original preparation with over 18 years' reputation behind it.

'OLIVBYN.' Recommended and prescribed by medical men.

'OLIVBYN.' Supplied in cartoned jars at 2/6 and 4/6 each, subject to discount.

Registered Proprs.: W. E. TAYLOR & CO.,
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Have the Original. Avoid substitutes!

IGLODINE.

Can you say "Yes" when IGLODINE is requested?

IGLODINE is being advertised. The unfailing effectiveness of its action is going to make trial purchasers into IGLODINE enthusiasts.

Every Chemist should be prepared to supply IGLODINE—a dependable antiseptic, quick-selling and profitable.

Write for fullest particulars and terms—

The IGLODINE Co., Ltd., Pilgrim St., Newcastle-on-Tyne

Dr. BENGUE'S BALSAM
RHEUMATISM, NEURALGIA, GOUT.

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PULMO (BAILLY).—FORXOL.—OPOBYL.
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ENTERO ANTIGENS.—STAPHYLOTHANOL.
NEOPANCARPINE. RICARD'S CACHETS.

BENGUE & CO., LTD., MFG. CHEMISTS,
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Study this!

**LAKEROL
BRAND
BRONCHIAL
PASTILLES**

Just out of stock 5⁰ or more lost



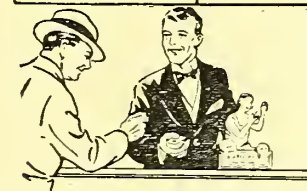
Few tins kept in stock 5⁰ profit



Bought Display Parcel No. 1 6⁰ profit



Bought Display Parcel No. 2 6½⁰ profit



Bought Display Parcel No. 3 7⁰ profit

show never less than 5d. profit every time you sell a tin.

Sell to the Public at 1/3.

Price to Chemist 10/- doz.

PARCEL No. 1.

3 doz., bonus 6 tins

Outlay £1 10 0

Profit £1 2 0

or 6d. per tin

PARCEL No. 2.

6 doz., bonus 1 doz.

2½% cash discount

Outlay £2 18 6

Profit £2 6 6

or 6½d. per tin

PARCEL No. 3.

12 doz., bonus 2 doz.

Outlay £5 17 0

Profit £4 16 0

or 7d. per tin

Send Orders and Enquiries to:

PASTILLES

LIMITED

124 High St.
Shoreditch
London,
E.1



A Quick Selling Saline Laxative.

Sal Hepatica Window Display Terms.

PARCEL No. 1

Contains: 6 doz. 1/3 size at 11/3 per doz. and 3 doz. 2/6 size at 22/6 per doz.; total value, £6 15s. 0d. Discount, 10 per cent. Further cash discount, 1 1/4 per cent.

PARCEL No. 2

Contains: 3 doz. 1/3 size at 11/3 per doz. and 1 doz. 2/6 size at 22/6 per doz.; total value, £2 16s. 3d. Discount, 7 1/2 per cent. Further cash discount, 1 1/4 per cent.

PARCEL No. 3

Contains 1 doz. 1/3 size, value 11/3. Discount 5 per cent. Further cash discount 1 1/4 per cent.

Terms 30 days net. Carriage Paid. Orders for any of these parcels will be accepted through P.A.T.A. wholesalers. A supply of attractive Sal Hepatica show material will be sent—free—on request.

Sal Hepatica

BRISTOL - MYERS CO.

112 Cheapside - London, E.C.2

Snowfire's BIG SEASON IS COMING!

GET
READY
FOR
IT
!

The colder weather will soon be here, and with it will come the usual big demand for the famous Snowfire Tablet. Extensive press advertising in a long list of national newspapers, periodicals and magazines will again keep the merits of Snowfire constantly before the public. Prepare NOW for this big demand by ordering your winter supplies at once.

Snowfire TABLET

Cartons and Nickel plated cases.

Here are some Snowfire lines which have proved their value as good profitable all-the-year-round sellers:

Snowfire Cream	Snowfire Toilet Soap
Snowfire Jelly	Snowfire Shaving Sticks
Snowfire Shampoo	Snowfire Face Powder

F. W. HAMPSHIRE & Co., Ltd., Riverside Works, Derby

OMNIUM

A line of confidence for Chemists and customers

A growing demand. A Medicinal course of treatment which Revitalises the Ductless Glands—Rejuvenates without operation. Time tested and proved effective.

Full information to Chemists on request.

SEND FOR THIS TRIAL ORDER

2 doz. 3/- size (27/- doz.) £2 14 0
1 " 5/- " (45/- ") £2 5 0

Less 7 1/2% cash with order £4 19 0

Total Cost to Trade .. £4 11 6

ON THE P.A.T.A. LIST.

Showcards and Literature with trial order.

THE LABORATORY

115 Winchester Rd.
BASINGSTOKE

London Dept.:
26 Marshalsea Rd.,
Southwark, S.E.1.

MELROSE TABLETS

FOR CHAPPED HANDS

A VERY PROFITABLE SELLING LINE.

Chemists' net prices carriage paid.

2d. tablets - 1/3 dozen, 14/- gross.
3d. tablets 2/- dozen, 6d. tablets 4/- dozen.

From your Wholesaler or

ROBERTS & SHEPPEY
2 Sipton Street, - LONDON, S.E.1.

PEARSON'S BRITISH

AMIDOL.

PURE WHITE CRYSTALS

FREE FROM OXIDATION

Enquiries-Invited

Samples on Application

Manufactured by

E.T. PEARSON & CO. LTD.

35, GORDON SQUARE, W.C.1.

AT THEIR WORKS
MITCHAM, Surrey.



A card of these attractive WINTER SPECIALITIES The BIG HEART INHALER AND THE FORMOSA MENTHOL CONE in Chatelain Case

will be sent carriage paid to every chemist who has any difficulty in obtaining them from his Wholesaler.

M. J. FECHER, LTD.
CUCKOO HOUSE, DOD ST., E.14



ASPRO

Window Display NOW READY



ASPRO advertising cards arranged for window display. These are well printed in purple and white. The cards are embossed and make a very effective and distinctive Window Display. Send for a set to-day.

Send for our Window Display and treble your sales. It brings more customers into your shop also.

Connect up with £200,000 Publicity scheme

That Aspro has the greatest sales of any other popular advertised medicine is beyond doubt. That it is the most profitable for chemists to push and sell is also beyond doubt, based on facts. Constant activity in advertising and salesmanship is behind Aspro, bringing customers into chemists' shops to buy—not only Aspro—but it also brings you new customers. The man who puts an Aspro Show in his window connects up with a £200,000 Advertising Campaign just as if he put his own name at the foot of the Advertisements. The man who *does not* show Aspro in his window misses opportunities too numerous to particularise. By his action, he is sending customers into *other people's* stores. We will be pleased to send a full Aspro Display with instructions how to show it to all who will undertake to display it. There is *no precedent* for Aspro. *Everybody* is a potential customer. Aspro does not sell *some of the time*—it *sells all the time*. If you show advertising literature *all the time* you must connect with the stream of activity which will bring you increasing sales *all the time*. Just figure out what people buy besides Aspro when they come in for it—work it out on a yearly basis and you will be surprised how Aspro sells your own goods in addition to itself. Aspro has been aptly nicknamed "The line that pays the rent." That's why

CHEMISTS ACCLAIM ASPRO

as one of the Biggest Sellers they have ever handled.

WHY IT PAYS TO STOCK AND PUSH ASPRO

- 1 It pays to Push ASPRO because it is a heavily advertised line with a protected profit.
- 2 A showcard or window sticker placed in or on your window connects you up with £200,000 of advertising and brings a stream of customers into your shop—just as if you inserted the advertisements yourself.
- 3 If you push unadvertised competitive lines with unprotected profit and selling price you'll find they will eliminate themselves by price competition.
- 4 ASPRO shows you a handsome profit for an advertised line. Then again it is of a standard quality.

WHAT THE BONUS IS

BONUS ON 10's		BONUS ON 25's	
One Gross	- Bonus 1 dozen packets	One Gross	- Bonus 2 dozen packets
Half Gross	- Bonus ½ dozen packets	Half Gross	- Bonus 1 dozen packets
Half gross 10's is minimum order accepted for Bonus purposes.		Quarter Gross	- Bonus ¼ dozen packets
		Quarter Gross is minimum quantity.	

Ordinary Prices for ASPRO are as follow:

6d. size containing 10 tablets	..	..	4/6 doz.
1/3 size containing 25 tablets	..	..	11/6 doz.

CONDITIONS

The only conditions made are that the Chemist who buys on these terms undertakes to show Advertising matter in his shop window for 14 days. As ASPRO is so extensively advertised, this action will not only bring customers into the Chemist's shop to purchase ASPRO, but should enable the Chemist's staff to make other sales to the said customers. Acceptance of Bonus is considered acceptance of conditions regarding display. For Bonuses it is not necessary to buy both sizes at the same time, i.e. in single lots 6 dozen 10's or 3 dozen 25's will qualify the Chemist.

HOW TO ORDER BONUS PARCELS

We do not sell direct to the Chemist, all our business going through a Wholesaler. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler so that we may forward the order on, and the Bonus will either be supplied with the goods or sent direct by us.

ASPRO consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents: GOLLIN & Company Pty. Ltd. (Aspro Dept.), Slough, Bucks.

No proprietary right is claimed in the method of manufacture or the formula.

A CHEMIST writes:

Ramsgate, Sept. 7, 1927
Messrs. Gollin & Co., Ltd.
ASPRO Dept.

I should like to say that the Display has been of real service to us in linking up with your Press Advertising and we have sold several gross of your product. Already ASPRO is an easy first in Popular Medicine Sales, and what is more is that it does show a profit.



Telephone: SLOUGH 608.



It is made by a special process which entirely

**ELIMINATES
CRYSTALLIZATION**

and ensures the highest standard of quality with an attractive natural flavour.

Wholesale and Export Enquiries Invited.

PAINE & CO. LTD. St. Neots, Hunts



Saint-Raphael

**Tonic, Restorative,
Digestive Wine.**

Known throughout the World, and prescribed in all cases of **ANÆMIA, DEBILITY, and CONVALESCENCE**, to Young Women, Children and the Aged.

DOSE: One wine-glass after the two principal meals.

Recommended by—
PROF. BOUCHARDAT, Professor of Hygiene, Paris Faculty of Medicine.
DR. MACNAUGHTON JONES, London, England.

"For more than thirty years St. Raphaël Wine has been exclusively prescribed, with success, in the Paris hospitals as a pure tonic, by eminent physicians, such as Magendie, Ros on Chemel, Velpeau, Requin, Monneret, Trousseau, Grisolle, Laënnec, &c."—*Union Médicale*, May 8 and June 12, 1873.

"The 'Via de St. Raphaël' is often used for ladies nursing their own children; it is preferable to stout, which creates an unhealthy fat."—*The Lancet*, London, England.

"St. Raphaël Wine is most precious in all cases where it is necessary to give tone to the system, without effort or shock."—DR. C. DES BARRES.

Cie du VIN SAINT RAPHAEL, Valence, Drome, FRANCE.

**To be obtained from all
Wholesale Druggists.**

José

Almego Ltd.

WINE SHIPPERS,
Rua Elias Garcia 79,
Vila Nova De
Gaia,
OPORTO.

DIRECT FROM
THE GROWERS.

To Chemists with Wine Licence only.

We are prepared to grant Agencies to licence holders for our celebrated Ports in districts not already represented.

Almego's Invalid Port,

Almego's Ruby Port,

Almego's White Port,

The Marquis Port,

Grand Duchess Port.

For particulars of Agency, Samples and Prices apply to:—

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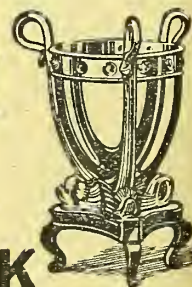
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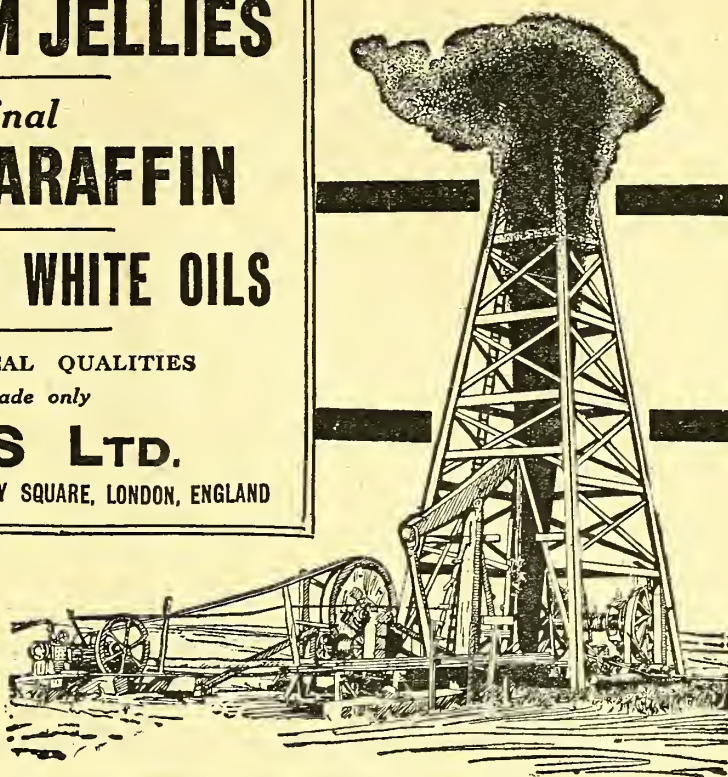


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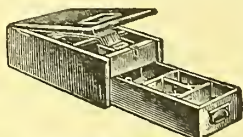
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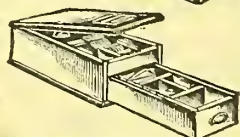
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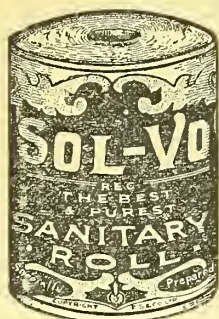
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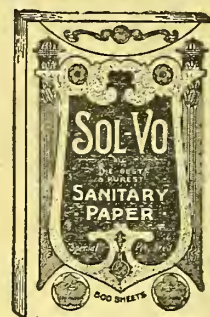
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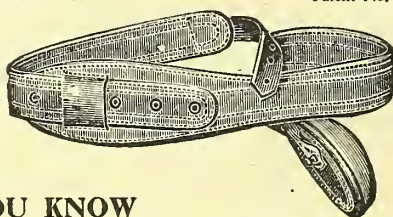
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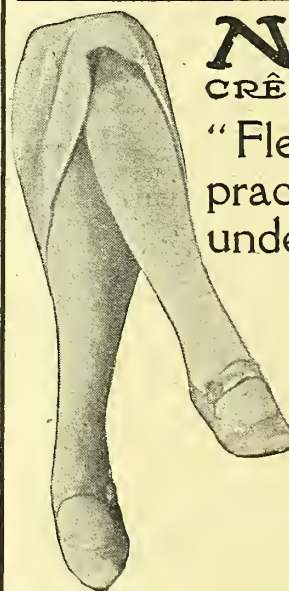
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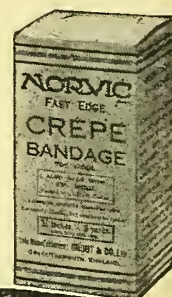
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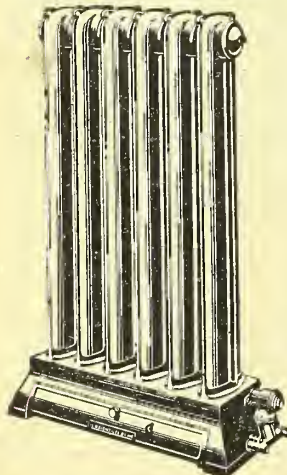
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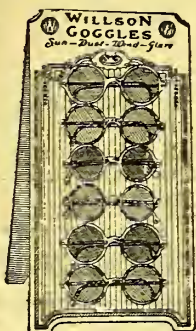
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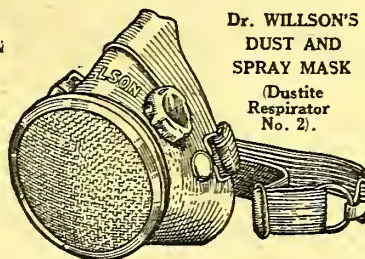


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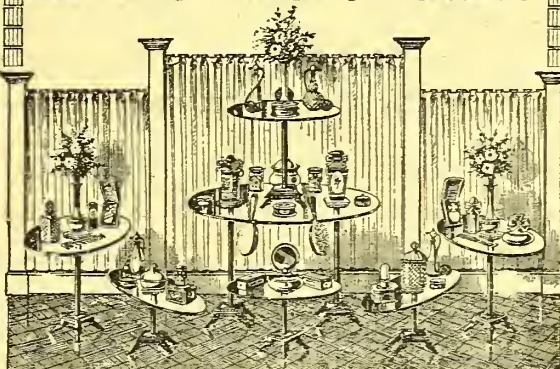
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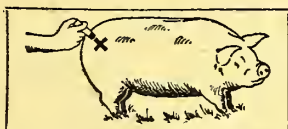
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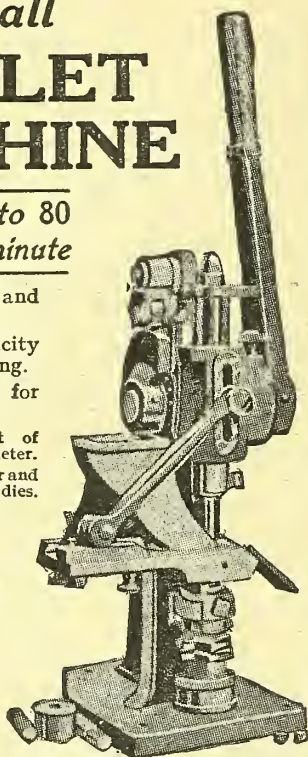
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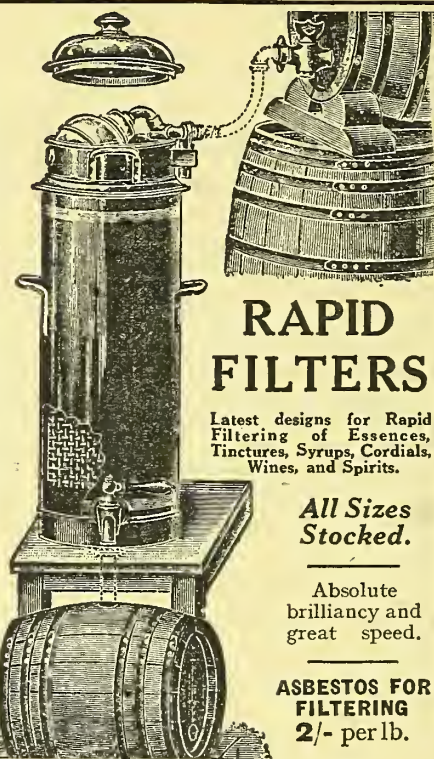
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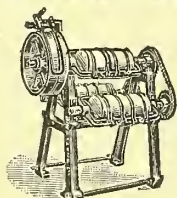
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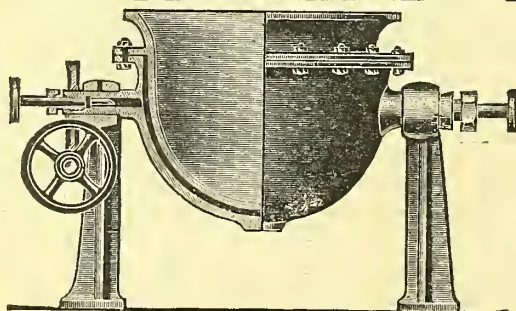
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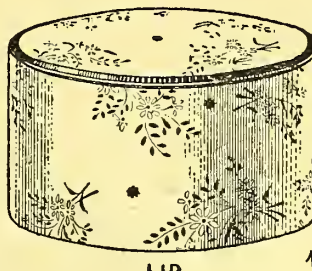
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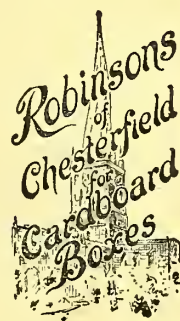
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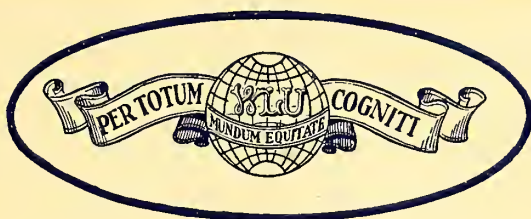
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